HARDWARE AND METAL

Published Weekly by

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 1, 1911 NO. 13

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

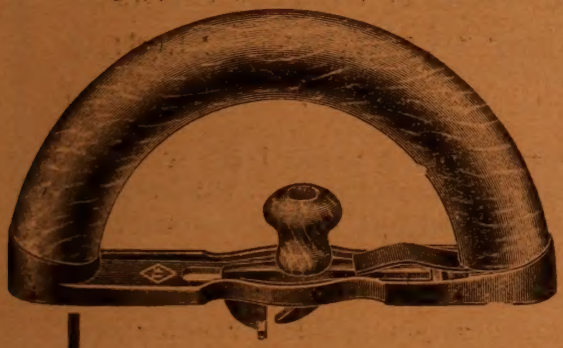
GLOBE "Globe" GLOBE

BLACK SHEETS

A first class sheet for all ordinary work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

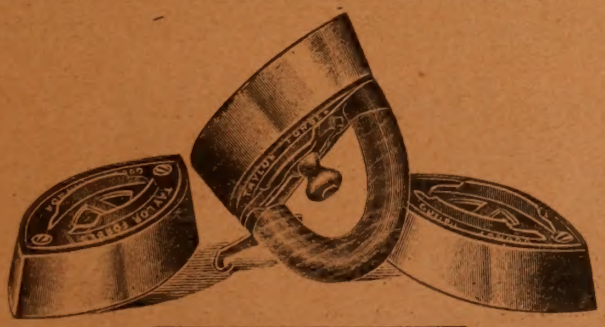


Unbreakable
Handles for
POTTS'
SAD IRONS

T. F.
BRAND

"T. F." Malleable Handles are by long odds the best for Sad Irons.

Wood is apple wood, carefully selected and turned, and castings are best quality Malleable Iron.



Spring is made from "Crucible" Steel, highly tempered.

Warranted to give continuous and highly satisfactory service.

Ask Your Jobber
to
TAYLOR-FORBES
SPECIALTIES

The TAYLOR-FORBES CO., Limited

HEAD OFFICE AND WORKS—GUELPH, ONT.

Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal. H. G. Rogers—53½ Dock St., St. John, N.B. W. A. MacLennan—Vancouver, B.C.
J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg, Man. Canadian United Mfrs. Agency—London, Eng.

Index to Advertisers and Buyers' Guide Pages 56-58. Want ads page 60.

GET THE LION'S SHARE



The one sure way to capture the lion's share of the refrigerator trade and profit in your vicinity, is to sell the White Frost Refrigerator.

And the selling is easy, too. Our educational advertising is a great help to you. We have been preaching the gospel of sanitary refrigeration through the leading publications so long, that White Frost Refrigerators need but little assistance to sell fast and stay sold.

No other refrigerator will give the same lasting satisfaction that the White Frost does, because no other refrigerator is constructed on the same hygienic principles. It gives complete and lasting satisfaction. Every White Frost you sell will bring other sales.

Here's Why

ECONOMY. The White Frost isn't only economical in ice saving, but it is strong and durable. There is but little to wear out about it, being made of metal. The price is low, and the satisfaction it gives is big.

CONVENIENCE. White Frost Refrigerators are round, beautiful in appearance, enameled inside and out -- and the enamel is baked on. They are simple to clean, and easily kept clean. The revolving mesh net shelves are adjustable, and can be quickly removed and replaced.

SANITATION. Being round in shape, there are no places for dirt and refuse to lodge in the White Frost Refrigerators. They never get foul or offensive. They keep the food cool, pure, sweet and wholesome. The whole inside can be taken out, scalded, cleaned and replaced in a few minutes.

The time to get in line is now. Place your orders early to ensure prompt delivery. The advertising is now appearing—the season is at hand—the demand is created—sales are half made—get White Frost Refrigerators, and close the sales and make the profits.

Catalogues and terms mailed promptly. Write

METAL STAMPING COMPANY 557 Mechanic Street
JACKSON, MICHIGAN

DISTRIBUTED THROUGHOUT CANADA BY Lewis Brothers, Ltd., Montreal; Miller-Morse Hardware Co., Ltd., Winnipeg, Manitoba; McLennan, McFeely & Co., Ltd., Vancouver, B. C.

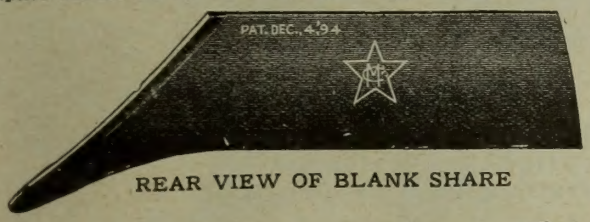
This Mark stamped into the Blanks we make protects the user.

STAR LANDSIDE POINT

STAR PLOW POINTS

ALL WELL-EQUIPPED CANADIAN

BLACKSMITH SUPPLY HOUSES at every Wholesale Centre carry them. Write to YOURS for prices, or write to us for descriptive booklet and name of your nearest supply house.



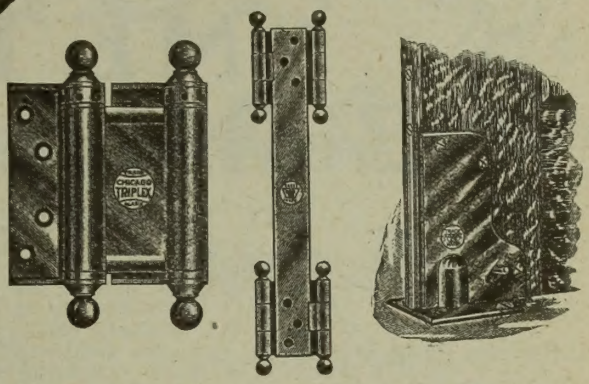
REAR VIEW OF BLANK SHARE

STAR LANDSIDE PLATE



STAR MFG. CO., Carpentersville, Ill., U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 24



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

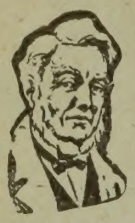
Dealers and House holders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



You should have a catalogue showing the hundreds of handsome designs of

"METALLIC" Ceilings and Walls

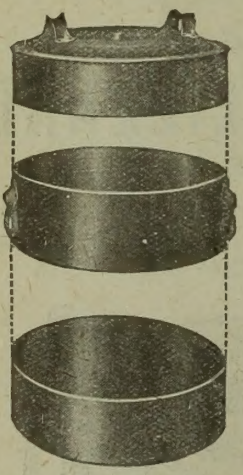
IT MEANS DOLLARS AND CENTS TO YOU

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings — Cornices — Lath — Skylights — Ventilators — Finials — Conductor Pipe — Eavetrough — Fire-proof Windows and Doors, Etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG



S.M.P. Factory Milk Can Trimmings

Broad Hoop Pattern Roll Rim Bottom

ARE UNEXCELLED FOR STRENGTH AND DURABILITY

The Roll Rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom, it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the Body of the Can. It is the neatest in appearance and strongest in construction and is supplied with Concave Bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than an inferior bottom. If you want to keep ahead of you competitors, use our Roll Rim Milk Can Bottoms.

We also carry in stock Tinned Iron, cut to size for Milk Can Bodies which we can supply promptly

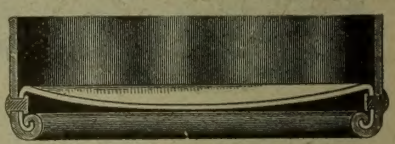
COMPLETE SETS

Comprising one broad hoop, roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles with ears; one pair steel top handles.

Gallons	10	15	20	25	30	40

Diagram showing how strongly our Roll Rim Bottoms are constructed.

See how the outer and inner rims are rolled in, and riveted to the bottom hoop.



Prices on Application

THE SHEET METAL PRODUCTS COMPANY

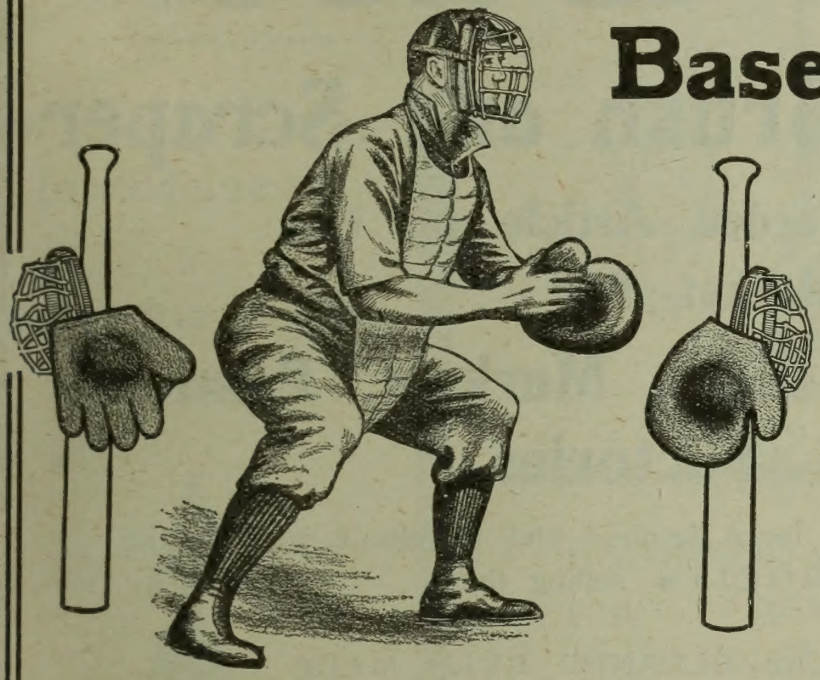
OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

"CRESCENT"

Base Ball Goods



Rank High

They are Made in the latest approved Patterns. Made of the Best Materials and the Workmanship and Finish are such as found only on Base Ball Goods of the ***Highest Grade.***

The time to "Play Ball" is rapidly approaching and we know from our success in the past that **"Crescent" Base Ball Goods**

Will Be In Big Demand This Season

They Offer the ***Very Best*** Base Ball Values for the Prices of their respective Grades—In Patterns, Materials and Finish.

The "Crescent" Official League Balls and Professional Bats and Gloves are ***the Best Goods that can be made at any price.***

The Amateurs' and Boys' Lines are made with much care, to give the Best Possible Service, and None Better for the Money will be or can be offered ***They are sure to please.***

Put in the Line of "CRESCENT" Base Ball Goods and make this your most prosperous Sporting Goods Season.

Send for Our ***CATALOGUE No. 45*** Showing Our Full Line
SUMMER SPORTING GOODS

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

At Last

A Sanitary Brush and Scraper

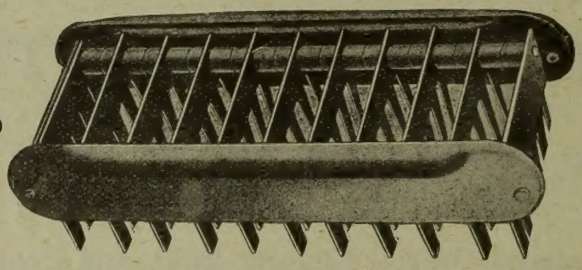
The Most Needed Article on the Market For

Confectioners, Bakers, Markets, Painters, and Factories.

This Scraper has created a large demand and merchants are making BIG PROFITS selling them.

MOST EFFECTUAL CLEANER EVER MADE

TEETH CAN BE SHARPENED WITH FILE



TO CLEANSE DIP IN BOILING WATER

SANITARY BRUSH AND SCRAPER

This new steel device is making friends wherever used, as it embodies more good qualities than any Butcher's Brush or Scraper ever placed upon the market. They are cheap in price and can be sold at a good profit.

Order a few just for samples—You will order more.

We Ship Promptly. **Write for Prices.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Limited

F.&W. F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

DOMES of SILENCE

(INVISIBLE CASTERS)

Patented in Canada

Beware of Cheap Infringements.

=

All rights will be protected.



Easily Applied—Never Wear Out

Furniture Dealers find that their Furniture sells easier when fitted with

Domes of Silence

The public are tired of the old-fashioned caster.

Many of these dealers use Domes of Silence as a selling argument in favor of their goods.

Extract from Cambridge University Press advertisement offering Bookcases for "Encyclopaedia-Britannica":

"Single tier, solid mahogany, especially designed in the Georgian tradition and carried out in selected wood of finely figured grain, joined without screws, 4 dividers, fitted with **Invisible Metal Casters** (**"Domes of Silence"**), a most attractive piece of furniture."

A Chair or Table in your Store fitted with "Domes of Silence" will make sales to almost everyone you exhibit it to.

SOLE WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co.

Montreal and Winnipeg.

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

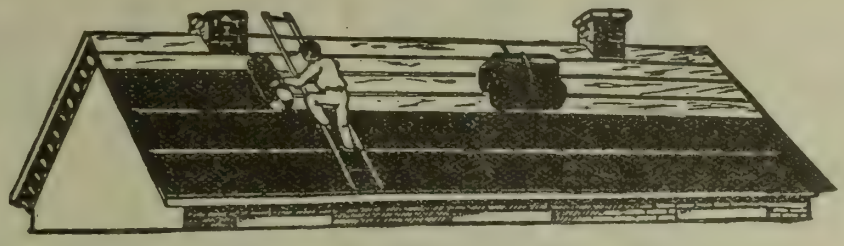
PRODUCERS OF

Bar Iron, Bar Steel,
Bands, Angles, Sleigh Shoe and Tire Steel.

Wrought Pipe,
Merchant, Black and Galvanized.

Wood Screws, Machine Screws,
Stove Bolts, Tire Bolts, Rivets and Burrs,
Wire and Wire Nails,
Horse Shoes, Horse Nails,
Bright Wire Goods,
Wire Fencing, Washers, Tacks, Spikes.

HEAD OFFICE: **HAMILTON, CANADA**

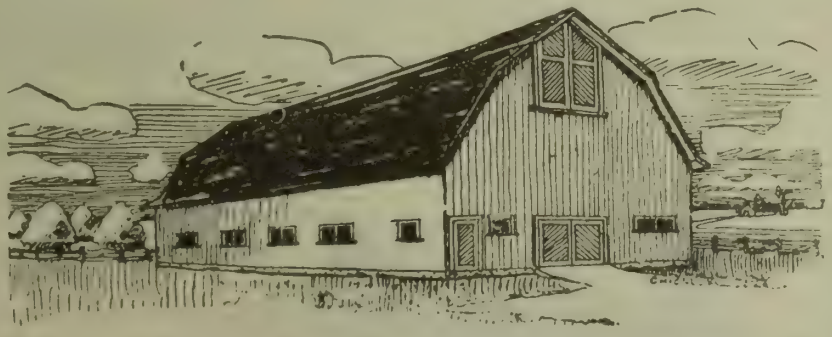


Samson
Ready Roofing

Better than shingles for new or old roofs, and always pliable. Not affected by heat or cold--water-proof, storm-proof, wind-proof. Easy to lay and good for many years of satisfactory service.

Dealers who handle this line are keeping busy with Repeat Orders. No difficulty whatever in selling, once properly introduced. The quality is there or the Samson name and guarantee would not be used. We make sure of that before we put it on the market.

Samson Roofing not only carries value for every cent of price, but it shows it in every roll.



H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS 7ND HINGES

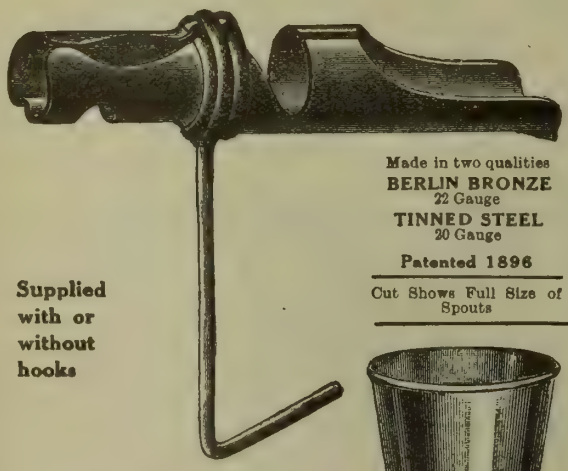
CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"EUREKA" Steel Sap Spouts



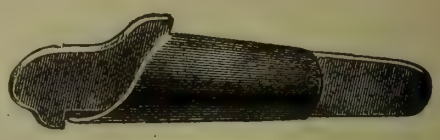
Made in two qualities
BERLIN BRONZE
22 Gauge
TINNED STEEL
20 Gauge
Patented 1896

Cut Shows Full Size of Spouts

Supplied with or without hooks

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

"IMPERIAL"
TAPERED



Made from heavy tinned sheets, especially adapted for covered sap buckets.

Prompt Shipment Guaranteed



Sap Pails

Long Pattern—In 5 sizes, from 4 to 12 quarts.

Western Pattern—In 2 sizes, 6 and 10 quarts.

WRITE FOR PRICES



THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

Amboy Minn
Feb 24 1911

Dear Sirs Plead send me some of your saw filing hints and a catalog showing some of your products.
P.S.
I sent to Germany for one of the best saws they could get and when it came it had H. Disston Sons on it then I laughed.

S.O. Wield
Amboy Minn

Tobin Simplex Guns

Recommend the Tobin Gun to your customers. We back it up with a guarantee which says that every Tobin Gun must be satisfactory in every respect, or the purchase money is refunded.

The Tobin Gun is manufactured in Canada, and consequently sells for a lower price than imported guns of an inferior quality. The dealer who is ready to answer inquiries concerning the Tobin gun and supply them to his trade, will reap the benefit of our advertising. Tobin Guns possess new and exclusive features in the hammerless type. They are simple in construction, and the ease with which they can be taken apart for examination or cleaning makes them fine sellers.

Accurate shooting—superior materials—finished workmanship—these are points on which the Tobin Gun sells.

We want a representative dealer to handle our guns in every town.

The Tobin Arms Mfg. Co. Limited Woodstock, Ont.

Send for our Catalogue and other details



MADE IN CANADA.

Every "Tobin Gun" is built to sell Another

The Call for Spring Goods

cannot be satisfied without a stock of some of the following:



"Famous Queen" Oil Stove

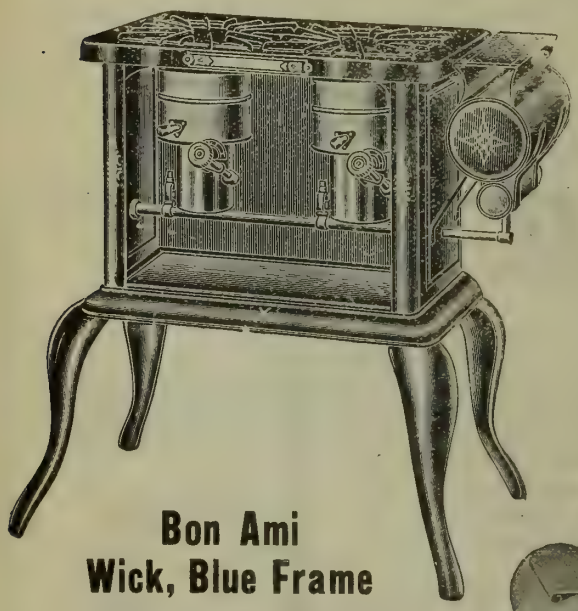
A substantial and perfect working stove, with galvanized oil tank.

Capacity one-half imperial gallon.

Ice Cream Freezers---"White Mountain"

This is universally the favorite ice-cream freezer, because it is easy to operate, and because all the parts fit perfectly and therefore run smoothly.





Bon Ami Wick, Blue Frame Oil Cook Stove

CUT SHOWS No. 340

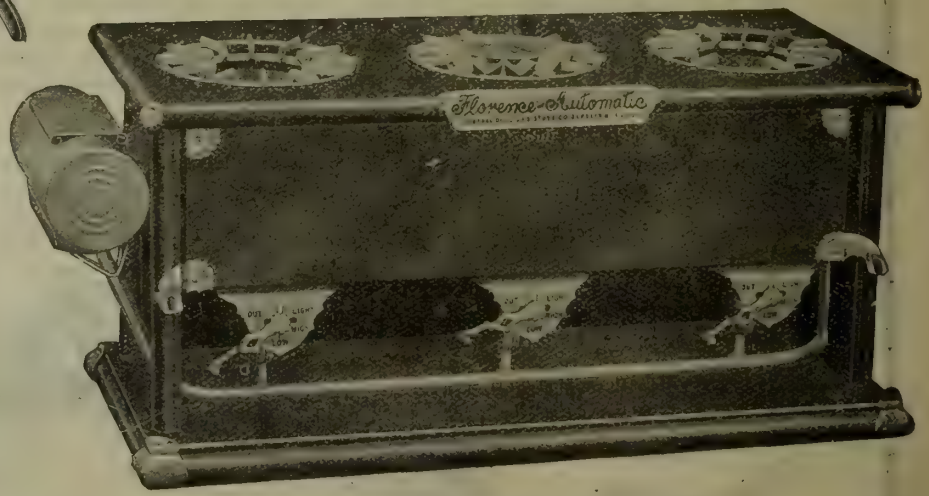
Quick—Safe—Reliable.

A moderate price oil stove. Will be found entirely satisfactory. 3 sizes. High shelf made for two larger sizes.

The Florence Automatic Oil Cooking Stove

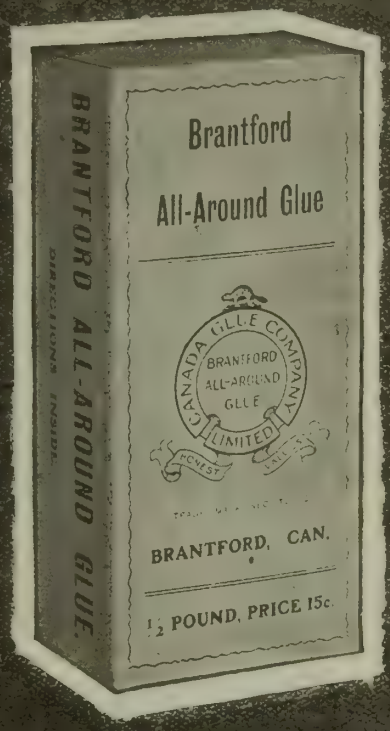
Safest, simplest, most economical and efficient oil stove on the market.

3 sizes in low. 2 sizes in high.



McClary's London, Toronto, Montreal, Vancouver, Winnipeg
St. John, N.B. Hamilton, Calgary, Saskatoon

Eventually



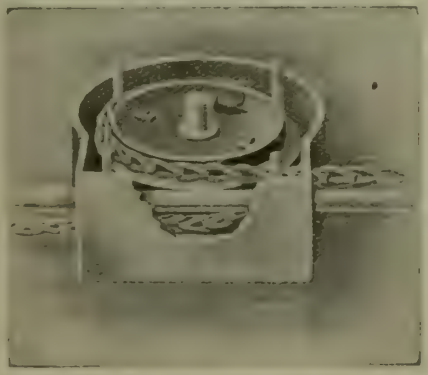
Why Not Now?

SILENT AND SAFE

The NOISELESS Gearless

Simplest, Lightest and **Easiest Running** Dolley type Washing Machine yet produced. It's had the **"Third Degree"** for several years and carries the **Healthy Sign of Steadily Increasing Sales.**

No useless "Fixings" about it. **Just a simple Mechanical principle worked out to perfection.** A glance at its **patented** mechanism **shows its strength** and **simplicity.** Notice the **absence** of **cogs, springs and finger catchers.**



The tub has all the **exclusive features** peculiar to our products. The visible and invisible parts are equally well made and **every machine is built to sell another.**

Eastern Agents:
W. L. Haldimand & Son
Montreal
Western Agent:
Harry F. Moulden,
Winnipeg



CUMMER-DOWSWELL, Limited, Makers, **Hamilton, Ont.**

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

The GILLETTE Deserves Real Salesmanship

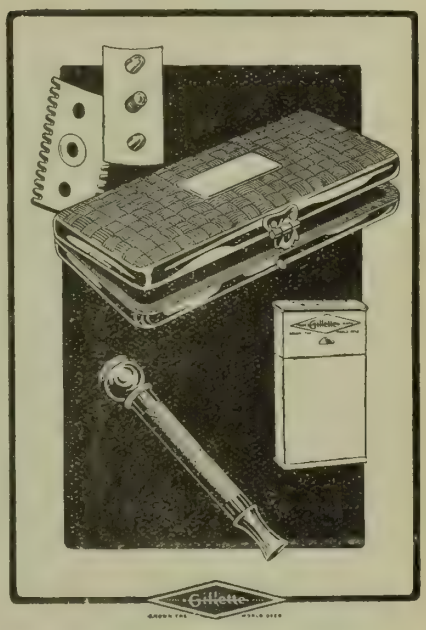
And Pays Well For It.

The **GILLETTE** Safety Razor is a specialty—a proposition mighty different from a staple like a keg of nails. It deserves a different type of salesmanship—and pays well for it.

Your nail sales are limited, absolutely, to the quantity your customers **have to buy.** When they need ten pounds they come to you and buy ten pounds, though you may never have displayed a nail or tried to sell one. Salesmanship is unnecessary, and the best of it could scarcely increase your sales.

But your **GILLETTE** sales are practically limited only by the quality of your salesmanship. You may sell hundreds, dozens, or none at all, according to the way you handle them.

Nearly every man in your neighborhood is a possible **GILLETTE** buyer. He has read our advertisements, and probably talked with enthusiastic users, and is convinced. He **wants** a **GILLETTE.**





But he **can** get along in the old way, without it, and if he is an average human he probably will, until you add **your salesmanship** to our advertising (or some other dealer does.)

A **GILLETTE** Depot Sign on your store front—a snappy **GILLETTE** window display—a tempting lay-out, on counter or in silent salesmen, of the handsome Pocket Editions, Standard Sets and Combinations—a tactful suggestion to the customer who is leaving—a **skillful** demonstration of the fine points of the **GILLETTE**—this type of real selling ability will bring in an amount of **extra business** that will surprise you.

THERE ARE NO DULL SEASONS WITH THE **GILLETTE.** IT IS ALWAYS IN DEMAND.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Give a Receipt and Get Protection

For example:

A customer comes into your store in a hurry, makes a fifty-cent purchase, hands you a bill and gets $1.50 change, sticks it in his pocket and hurries out.

Half an hour later customer returns and says he gave you a $5.00 bill and got only $1.50 change.

What are you going to do about it? Argue and lose a customer? Or "give up," feeling sure you have LOST $3.00.

A National Cash Register positively prevents errors of this kind—protects both you and the customer against such disputes. Does more than that—it insures absolute accuracy in every transaction. Records all cash sales, credit sales, money received on account, money paid out.

Pays for itself with the money it saves you.

National Cash Registers cost less now than ever before. Let us send you our booklet and new price list.

National Cash Register Co.

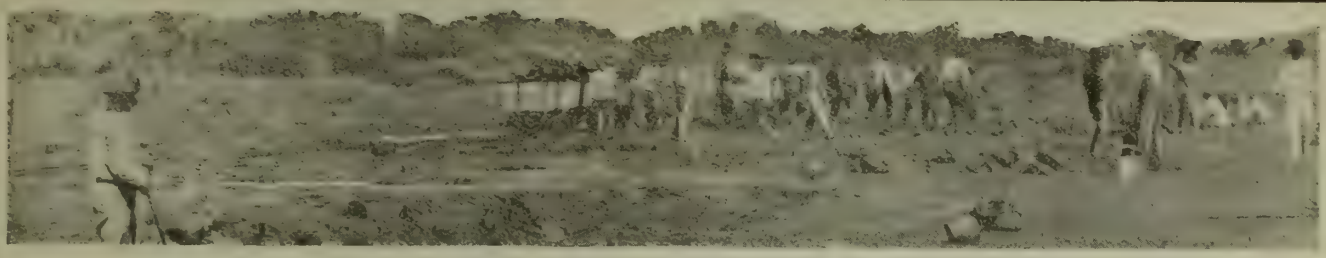
F. E. MUTTON, Manager for Canada

285 Yonge St. - - Toronto



Successful Merchants Put a Receipt in Every Parcel.

National Cash Registers afford the quickest and best means of recording sales, and of automatically issuing a printed receipt that cannot be altered, numbered, dated, with clerk's initials—making a duplicate record, which is locked inside the machine for the proprietor's use.



Trinidad Lake is never failing source of asphalt-supply for Genasco Roofing.

Sell roofing that stays waterproof

Prudent buyers know that a roof is only as good as its waterproofing, so they want to know what the waterproofing of their roofing is made of before they buy it.

If their dealer can't tell them (as in the case of mysterious "composition" roofings) he is likely to lose sales to the dealer who can.

You can always satisfy your customers about the waterproofing of

Genasco

the Trinidad-Lake-Asphalt Roofing

Trinidad Lake asphalt is Nature's **everlasting** waterproofer, and the greatest weather-resister known.

It doesn't take long to convince customers that this **natural** asphalt makes Genasco lastingly water-proof, sun-proof, wind-proof, heat-proof and cold-proof—we are telling them why, year in and year out, through the leading magazines and agricultural papers of the country.

Genasco makes ready sales, satisfied customers, and profitable business for you.

The Kant-leak Kleet helps sales of Genasco by its ease in applying. Keeps lap-joints watertight without cement. Prevents nail-leaks, and gives the roof a fine finish. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

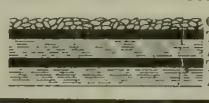
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross Section Genasco Stone-surface Roofing



Caverhill, Learmont & Company, Montreal

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As it is British Made Throughout



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Quick Action, Good, Clean and Easy Shave

RETAILS

AT

$1.50

COMPLETE WITH SIX SHEFFIELD STEEL BLADES, STROP HOLDER, AND STROP

Prices and discounts on application.

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A REMARKABLE TEST OF MAGNOLIA

BY THE UNITED STATES GOVERNMENT USING WATER AS A LUBRICANT



The "No. 2 Magnolia" mentioned in "TABLE E" contained the same proportions of tin, antimony and lead as the genuine "No. 1 Magnolia," but did not contain graphite, nor was it treated by our special foundry process: however it was made of virgin materials mixed in the ordinary way, and would class as a high grade babbitt.

TABLE E. Giving results of combined ahead and reverse for friction test of Magnolia and "A" White Brass for each change of weight for 100 lbs. per square inch to 600 lbs. per square inch of projected area of bearing surface by increasing weight 100 lbs. per square inch at each change—**Lubricant: Water.**

METALS.	Weight applied in lbs. per square inch.	Time in minutes.	Revolutions: Total.	Revolutions: Per minute.	Velocity or rubbing surface in feet per minute.	TEMPERATURE. Of air in room: At beginning.	Of air in room: Maximum.	Of air in room: Mean.	Of air in room: Mean. increase.	Of water bath.: At beginning.	Of water bath.: Maximum.	Of water bath.: Mean.	Of water bath.: Mean. increase.	Of test metal.: At beginning.	Of test metal.: Maximum.	Of test metal.: Mean.	Of test metal.: Mean. increase.	Co-efficient of friction.	Comparative values as anti-friction metals from the co-efficients.
Magnolia No. 1	200	60	58.585	488.21	511.25	60.0	62.0	60.25	0.25	61.6	90.0	73.0	12.00	60.0	84.0	69.58	9.58	0.00159375	12.4811
" No. 2	...	..	58.835	490.29	513.45	62.5	64.0	63.16	0.66	91.0	98.0	95.50	4.50	84.5	94.0	91.58	7.08	0.0049479	4.0202
A white brass	...	..	58.170	484.75	507.63	59.5	66.0	62.66	3.16	85.0	154.0	131.41	46.41	78.0	144.0	123.16	45.16	0.00198916	1.0000
Magnolia No. 1	300	60	59.025	491.87	515.09	62.5	63.0	61.41	– 1.09	59.5	80.0	72.58	13.08	60.0	77.0	69.66	9.66	0.00080208	
"	400	60	59.345	494.54	517.88	64.5	66.0	65.58	1.08	69.0	90.0	81.24	12.24	68.0	86.0	78.4	10.40	0.00129166	
"	500	60	58.650	488.75	511.82	72.0	76.0	73.33	1.33	77.5	142.0	105.33	28.83	77.0	130.0	98.58	22.58	0.002427	
"	600	60	58.870	490.58	513.74	68.5	71.0	68.25	– 0.25	78.0	140.0	97.08	19.08	76.5	124.0	92.60	16.16	0.00275	

"A White Brass" could be tested up to only 200 lbs. per square inch, as the machine would not turn beyond that weight. The Testing Machine turned easily up to 600 lbs. per square inch with the genuine Magnolia No. 1.

It was not thought necessary to test the No. 2 metal beyond 200 lbs. per square inch. This Water Test shows the true intrinsic value of Magnolia Metal as compared with other metals: It also demonstrates that a metal may show relatively the same analysis as Magnolia and yet fall far short of giving equal results; it also shows the destructive effect of frictional heat on even a very hard metal like White Brass.

It will be observed that the genuine Magnolia Metal (No. 1) proved to be twelve times superior anti-frictionally to white brass and three times superior to the No. 2 or ordinary grade of babbitt.

Sold by Leading Dealers Everywhere or by

MAGNOLIA METAL CO.

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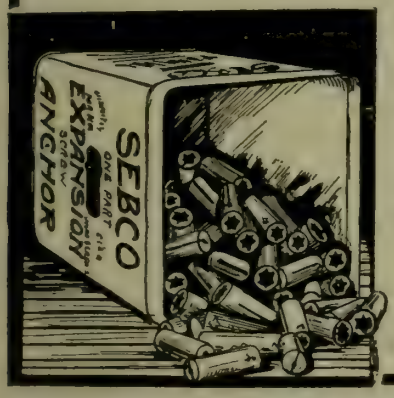
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You should ask at once about the new proposition we are ready to make you on "Acorn Quality" Plain Galvanized Sheets. We can now make you a better offer on these top-notch goods than you can get on import orders of the usual kind. And you know, probably, that you can bank on the quality of "Acorn Quality." Every sheet is dead flat; soft, easy working, and so rolled and galvanized as to meet the difficult conditions of the British Government Specifications. Write us for particulars NOW—before it slips your mind.

The Metal Shingle & Siding Co., Ltd. Preston, Ontario



THE METAL THAT KEEPS THE FACTORY BUSY

I'll speak to it
Tho' HELL itself should gape
And bia me hold my peace.
—HAMLET



THE FACTORY THAT MAKES THE METAL

ONE CAN IMAGINE the determination of HAMLET to speak to the GHOST when he expressed himself in language which to-day would be considered more EXPRESSIVE than POLITE. Our determination is just as firm to speak to you, MR. HARDWAREMAN, but as we are polite we will not use the language of HAMLET, but state most emphatically HARRIS HEAVY PRESSURE is the best for all machinery bearings.

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Many people were sceptical (until they had tried H.H.P.) as to the possibility of any one BABBITT METAL having all the qualities, such as

EASY FLOW, MALLEABILITY, ANTI-FRICTIONAL, TOUGHNESS and DURABILITY

Positively HARRIS HEAVY PRESSURE BABBITT METAL possesses all these qualities. The hundreds of new orders received last year testify to the truth of our claim

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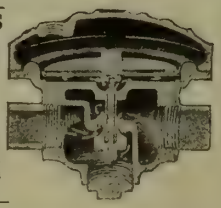
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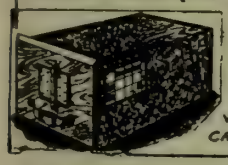
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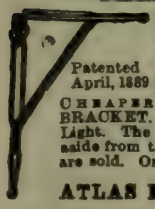
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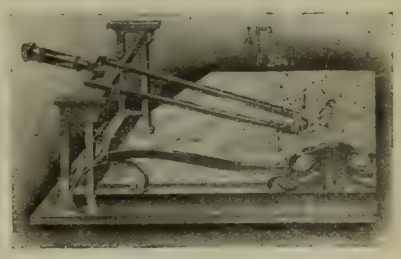
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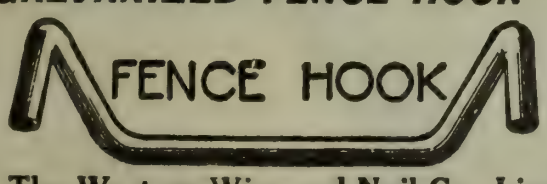
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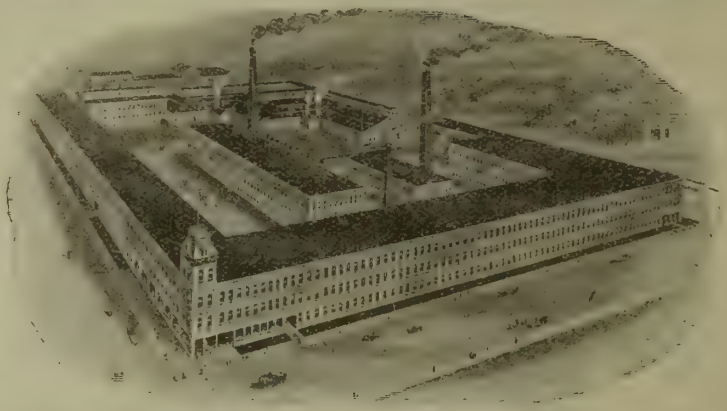
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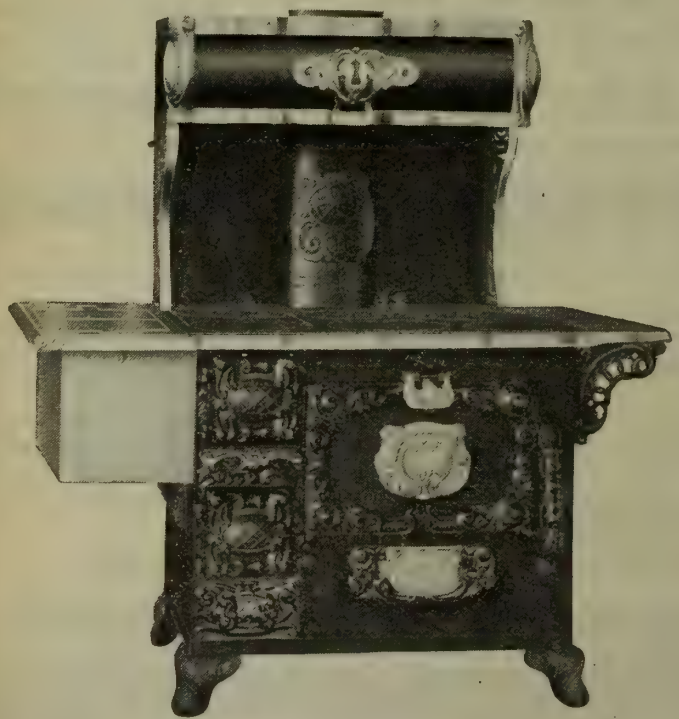
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Specially adapted for Homesteaders, Colonists and Prospectors. **Write for descriptive circular and prices on this Range.**

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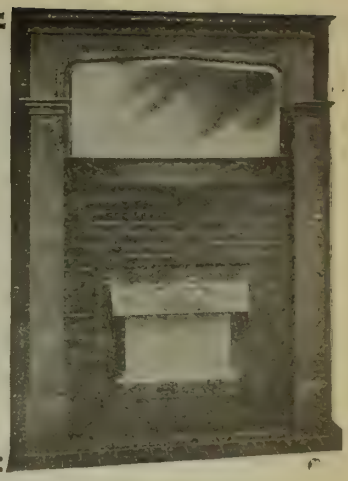
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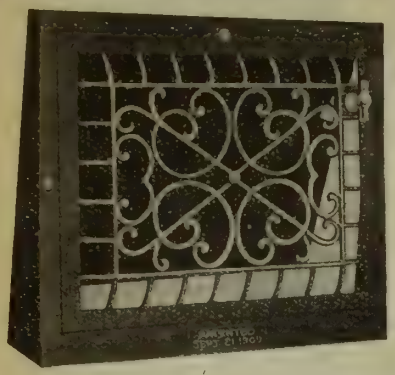
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A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Made in Ladies' and Gents' Sizes in Nickel, Oxydized, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland





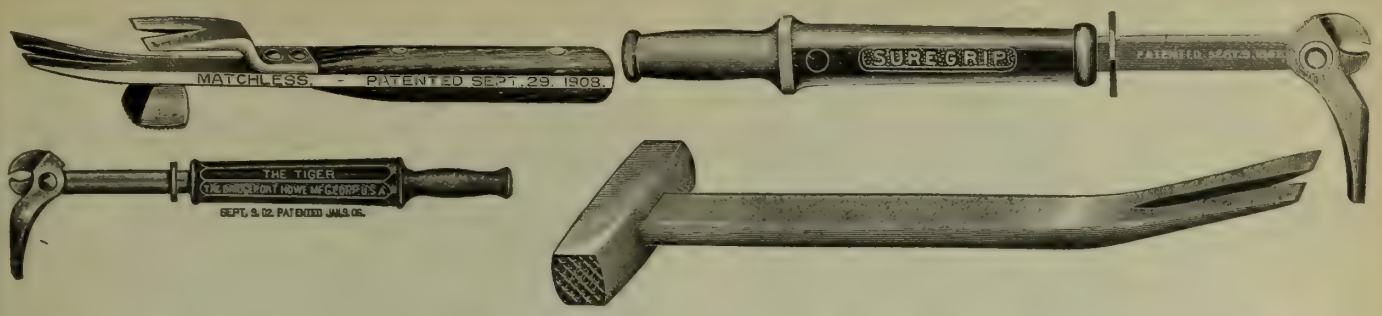
Remember this number and specify it when ordering your AUTOMATIC DRILLS.

The No. 108 is a handsome design, thoroughly well made and finished. It has hard bronze bearings, patent magazine handle and the Goodell-Pratt reputation behind it.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

GET THE GENUINE

"Enox" High Speed Hack Saw Blades

MADE OF BEST SHEFFIELD STEEL



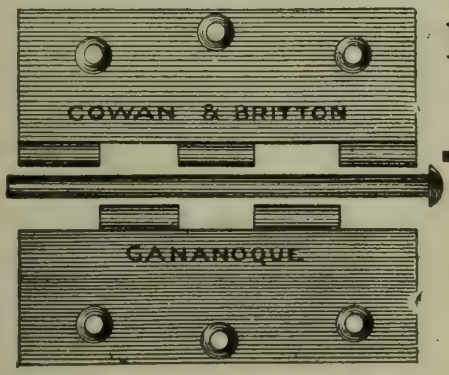
There are no others "Just as Good."

Look for the name "ENOX" stamped on every blade, and satisfy your customers.

It is a guarantee of best quality obtainable.

F. M. FRYE & CO. - 46 Upper Thames Street - LONDON, E.C.

HINGES BUTTS



BUILDERS' HARDWARE

We are headquarters for every description of the finest quality of Builders' Hardware, including Butts, Hinges, Hasps, Staples, Nails, etc. Over 50 years' reputation for quality recommends our goods, which will be found to give unvarying satisfaction.

Order from your jobber or write us direct

COWAN & BRITTON, :: :: GANANOQUE, ONT.

It's Easy to Sell Slocomb Tools!



A reputation for accuracy and finish, coupled with a price list unsurpassed by any first tool list, give Slocomb Tools the preference with many of the finest machinists.

The Slocomb Micrometer Caliper

is an instance. It has been developed until it measures with perfect accuracy everything within its range and special heads are provided for special uses. With it drills and other tools can be absolutely standardized.

Canadian Agents:

WOOD, VALLANCE CO. Toronto - Hamilton

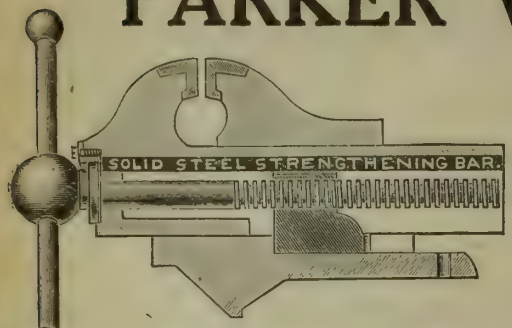
AIKENHEAD HARDWARE CO., Toronto

FOSS & FULLER Montreal

J. T. SLOCOMB CO.,

Providence, R.I., U.S.A.

PARKER VISES



Note the Solid Steel Strengthening Bar—a feature of all our best vises.

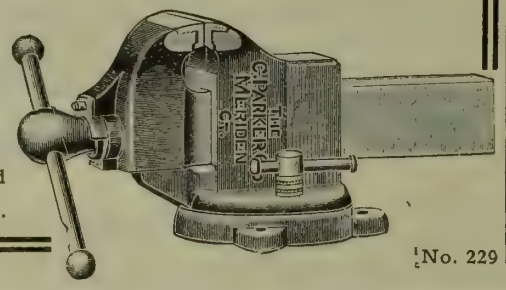
Parker Vises are made from a mixture of Cast Iron and Bessemer Steel, and are guaranteed the strongest and most durable Vises on the market.

Our Reinforced Slide Solid Jaw Swivel Vises have steel bar inserted and welded into the casting, rendering the Slide practically unbreakable.

Made of the finest materials, and warranted to give the MOST satisfactory service.

THE CHARLES PARKER CO.
MERIDEN, : : CONN. U.S.A.

Write for our new illustrated catalogue.



No. 229

The Goods That Have Made Good Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

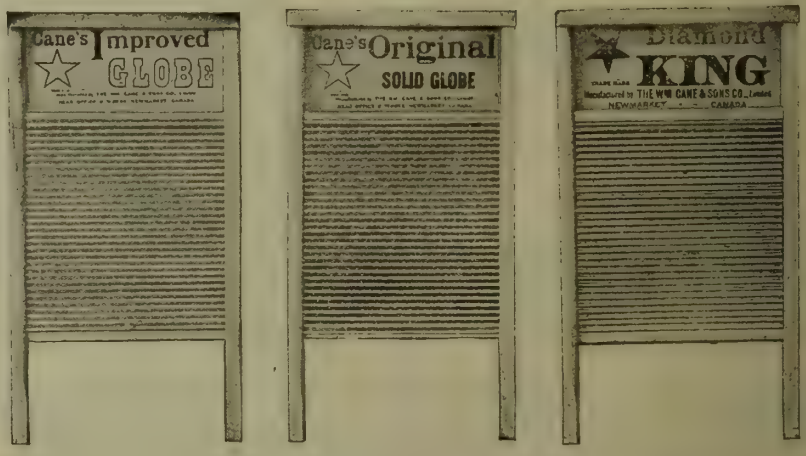
Factory and Head Office, - - ST. MARYS, ONT.

Branches, Montreal and Winnipeg

Because They Appeal to the Users, CANE'S WASHBOARDS are a Profitable Line for the Dealer to Push



A CANE Washboard adds to the life of clothes. The shape and corrugation have been studied to give the greatest efficiency.



Plenty of selling points with CANE'S WASHBOARDS. Each one has special features and the materials and construction are perfect. All sizes and prices to suit every trade. **Write for Catalogues and Prices.**

The Wm. Cane & Sons Company

LIMITED

NEWMARKET - - ONTARIO

Quality Did It



Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada:

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber can Supply You

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.



Copp's Stoves and Ranges

One of our series of Planished Steel Ranges. Four distinct lines, all distinctly western.

Many distinguished features.

Become distinguished by securing agency.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

TORONTO Gendron CANADA

SELL THIS NEW

ARTILLERY CAR

This car is extremely well-built, extra strong and durable. Body is made of steel, painted grey, tires ⅞ in. rubber or steel. This car makes a very handy and effective delivery wagon as well as a boy's play wagon, and a pushing dealer can sell a lot of them for delivery purposes to his fellow merchants. It sells at a popular price, yielding you an excellent profit

Write for our catalog.

The Gendron Mfg. Co., Ltd.

TORONTO : CANADA



NAME AND DESIGN REGISTERED.

Important Announcement

We have now completed the reconstruction of our Montreal Factory

Formerly the Acme Can Works

and have equipped it with an entirely new outfit. We are now ready to produce tins and boxes of every description, both plain and decorated. Our new plant with the latest devices and a staff of skillful workmen make this establishment one of the most complete in Canada.

Packers' Cans

and a large variety of other containers for both dry and liquid goods, can be obtained from our Ontario Factory at Hamilton

Formerly the Norton Manufacturing Company

With these two factories in operation we can fill your orders promptly.

ALLOW US TO QUOTE YOU PRICES

AMERICAN CAN COMPANY

MONTREAL HAMILTON

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaehes the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

DEPARTMENT OF RAILWAYS AND CANALS.

Ontario-St. Lawrence Canals.
Galops Canal.

Sealed tenders addressed to the undersigned and endorsed "Tender for improving Upper Entrance to Lock No. 28," will be received at this office until 16 o'clock on Friday, April 7th.

Plans, Specification, and Form of Contract to be entered into can be seen on and after March 18th, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places Form of Tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $6,000.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowst or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 21st, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (13)

Department of Railways and Canals, Canada.

Ontario-St. Lawrence Canals.
Cornwall Canal.

Sealed tenders addressed to the undersigned and endorsed "Tender for improving Upper Entrance to Lock No. 19," will be received at this office until 16 o'clock on Saturday, April 15th.

Plans, Specifications, and Form of Contract to be entered into can be seen on and after March 18th, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted Bank cheque for the sum of $1,500.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for work, at the rates stated in the offer submitted.

The Cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 21st, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

PERFECTION AT LAST

The simplest and most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease af operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

MacLAREN & CO.
MERRICKVILLE, - ONTARIO

NEW PATENT AUTOMATIC OPEN-EASY KNIFE

CAN BE OPENED OR CLOSED WITH GLOVES ON BY SLIDING THE BUTTON

Cannot open in the Pocket.

IDEAL ADVERTISING NOVELTY

Manufacturers of Cutlery of All Kinds.



Actual Size, 3¼ inches

SELLS AT SIGHT

Made in Both 1 and 2 Blade

Nickel Silver, White Handle, Pearl Handle and Sterling Silver

Write for Price List

THOS. ELLIN & CO., Ltd.
Sylvester Works, - SHEFFIELD, ENGLAND
"Established 1784"
Canadian Office and Warehouse:
122 WELLINGTON ST. WEST, TORONTO



Gauge Cocks



Water Gauge Mountings



Hose Racks for Factories, Warehouses, etc.



J. M. T. Injector, Simple, Efficient.

The Present is "SORTING-UP" TIME for the trade in

STEAM AND WATER GOODS

J.M.T. Steam Specialties and Morrison's General Lines have the established reputation for LONG SERVICE. They're the kind that pays you to handle, because they satisfy. Catalogue to the trade.

THE JAMES MORRISON BRASS MFG. CO.
93-97 ADELAIDE ST. WEST, TORONTO



J.M.T. Valves
The Best for all services.



Safety Valves, Steam Whistles
Steamboat Bells, Steam Traps, Oil Pumps, Brass and Iron Valves, Cocks, etc







Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.



No. 190

E. C. ATKINS & CO., Inc.

Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

Unique Windows in Hardware Store

W. H. Thorne & Co. Have Splendid Facilities for Display—Handsome Setting for Showing Quality Goods—Windows Resembling Those of High Class Jewelers —Layout of New Silverware Department.

In the annual spring number of Hardware and Metal there appeared an article on the great hardware establishment of W. H. Thorne & Co., at St. John, N.B., and several illustrations were given of the store interior, to show the methods of displaying goods, and the varied lines stocked. There also appeared illustrations of two windows in which builders' hardware was shown.

This week, Hardware and Metal shows W. H. Thorne & Co.'s paint and varnish window, in the paint department, and also two windows for displaying clocks, silverware and cut glass, which are absolutely unique in the hardware trade.

Windows Suit the Goods.

The general style of these windows, suggests high quality. They are large and roomy, and are well set off by the fine plate glass fronts. The feature, however, is the background. This is not a mere glass partition as is usually the case in a hardware store window, but is so constructed as to give an impression of permanency and goodness.

The upper part is of glass, which is divided into long narrow lights, giving an appearance in keeping with the general effect. The bottom part is beautifully worked out. It is of hardwood finished in such a way as to bring out the grain, which may be distinguished even in the half tone reproduction. Narrow panels are separated by very neat and artistic half columns, which are surmounted by carved capitals. On the whole, it would be difficult to plan any background which would be better calculated to give the idea of "class" which is conveyed by this arrangement.

One would naturally expect a very select class of goods to be exhibited in these windows, and certainly there is no reason to be disappointed, for Messrs. Thorne & Co. have used the space to show an unusually fine lot of specialties, which emphasize the splendid setting in which they are placed.

Cut Glass and Lighting Goods.

On this page is an illustration of the window in which cut glass and lighting goods are shown. It will be seen that this store carries a great variety of articles in cut glass. In fact, there are but few jewelery stores which could surpass this display.

In passing, it might be remarked that this class of goods really must be well displayed, in order to attract the public. People who buy cut glass, are in the habit of making their purchases where they are confident that they will secure genuine goods. There are many cheap imitations on the market, and, those who demand quality in the goods they buy must be drawn into the store by some special means. There is nothing like a solid and substantial appearance, to give the impression of quality, and a window display such as that made by W. H. Thorne & Co. undoubtedly lends this impression. There may be some hardwaremen who have tried to sell cut glass, without much success, and it is very likely that their failure may have been due to poor display. To get the quality trade, it is necessary to talk and look quality—to "put on a front."

The reading lamps and candle sticks shown in the window, are also of the high quality type, and are very up-to-date in style. They serve to add variety to the window and to enhance the high grade effect produced by the collection of cut glass articles.

It will be noticed that small price tickets are attached to each article, and no doubt the price is plainly marked, in each case. This would ad greatly to the selling value of the window.

Towards the left hand side of the window is a large card displaying prices which have been printed with an ordinary rubber stamping outfit. This strikes a somewhat discordant note, and a neatly lettered card would have been much better and more in keeping with the balance of the window.

A Window of Clocks.

In these days, most hardwaremen carry a line of alarm clocks, and some branch out a little into ornamental parlor clocks, but W. H. Thorne & Co.'s display shows an exceedingly complete stock for a hardware store. The line carried varies from the cheap alarm clocks to quite a pretentious array of time-pieces for the mantel. They make a very interesting display.

This window is nicely set off by a collection of bronze statues interspersed among the clocks. These statues constitute another line which is foreign to the majority of hardware stores, but they should make a profitable speciality line, even in comparatively small places. In recent years, the tendency has been for hardwaremen to encroach more and more upon the kind of business which was formerly confined to the jewelers. The window display illustrated on this page should furnish some good ideas to dealers who are reaching out in this direction.

Layout of Specialty Department.

The silverware, cut glass and fancy hardware department of W. H. Thorne & Co. is located in a new addition which they recently made to their establishment, and it is equipped in the most modern way.

The accompanying sketch gives a good idea of how this department is laid out,



A Show Window That Speaks "Quality." How W. H. Thorne & Co. Display Cut Glass and high-grade Lighting Fixtures.

and it will be noticed that there is not a counter in the department. The space is taken up with silent salesmen and wall show cases, which give the best of facilities for displaying goods. The illustration on page 130 of Hardware and Metal's Special Spring Number will show how well this plan works out.

SPOKE AT NEW ENGLAND CONVENTION.

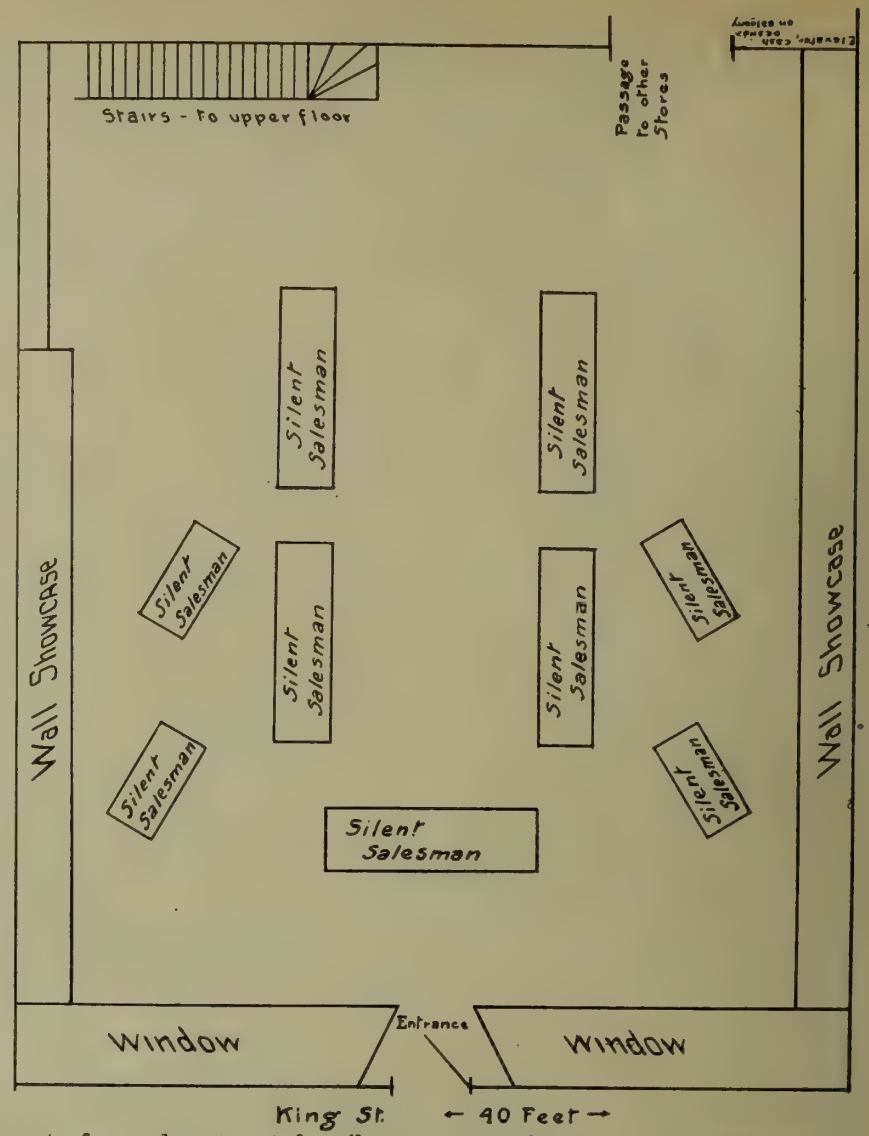
The recent convention of the New England Hardware Dealers' Association held in Boston, Mass., Mar. 21, 22, 23, is of interest to the Canadian trade for the reason that several hardwaremen from this side of the border were present. F. C. Lariviere, of Montreal, delivered one of the principal addresses that had been arranged for the convention. Mr. Lariviere expressed himself to Hardware and Metal as pleased with the trip and stated that the members of the New England Association had proven themselves splendid hosts.

Cost of Doing Business.

Mr. Lariviere, who was one of the invited speakers, confined his address to the "Cost of Doing Business and How to Figure it Out." Most people, he said, have the idea that the cost of doing business consists only in the salaries of employes, insurance, light, heat, taxes, telephone, stamps, telegrams. They frequently omit their own salaries, the value of rent of their own premises and their horses and delivery waggons. The retailer is often met who does not consider in his cost column the interest on capital, bad debts, donations of all kinds, losses accruing from stolen goods, deterioration of stock, wear and tear in office and shop and of fixtures and furniture. Then there is the loss of profit on goods returned, cash discounts allowed to customers for anticipated payments and so on. All these added together generally brought up the cost of doing business in a small store to 25 per cent. on the volume of the sales which is equivalent to 33 1-3 per cent. on the cost. In the case of a large business the figures are 22 per cent. of the sales, equivalent to from 25 to 27 per cent. on the cost.

Fallacy of Adding Percentage.

The next point brought out by Mr. Lariviere was what he termed the false principle of pricing goods for selling purposes on a percentage basis added to the cost. This would not apply equally to all classes of hardware goods, as for instance the same percentage, representing the cost of doing business, would not bear the same proportion when added to the cost of nails and the cost of shelf goods. Mr. Lariviere considered that one must depend upon his own experience and judgment for the most successful methods.



Layout of new department for silverware, cut glass and fancy hardware. W. H. Thorne & Co.'s store, St. John, N. B.



Window in W. H. Thorne & Co.'s Big Store, St. John, N.B., Showing a Varied Line of Clocks.

Simplicity and Directness are Most Essential Qualities

These Two Points Should be Borne in Mind When Preparing a Letter Head—Give Full Information and Eschew the Use of Cuts—Criticisms of Some Headings Gleaned at Random.

That a retail firm is judged by the manner of store it keeps, is a fact pretty generally accepted. The same applies, in a more or less degree, to letter heads. A neat, business-like letter head bespeaks brisk and thoroughly up-to-date business methods. People who have dealings with a certain hardwareman, for instance, but who do not come personally in contact with him, are very prone to form impressions from his letters—their phraseology, the paper used and the style of letter head. It is advisable then for a merchant to have a heading for his letters which can be deemed creditable.

The object aimed at some years ago was to have an elaborate, showy heading. Printers labored to outdo their competitors, and their own past efforts, in the production of ornate and unusual effects. But this has been done away with of late years, to the great advantage of both the printer and the customer. The motif of the printer to-day is to achieve simplicity, to create work which will accomplish the desired object in the simplest manner. A neat, plain, direct letter head has received the stamp of public approval to-day and it is sincerely to be hoped that the fashion will never cast back to the showy styles which once prevailed.

A letter head is intended primarily to convey information. It should give the name of the firm, the location, the nature of the business and, if the business done is largely local, the telephone number. People will often have occasion to call up the store or office immediately on receipt of a letter and the presence of the telephone number on the letter head will be a great convenience for them.

It is not advisable to use pictures or cuts of any kind, in a majority of cases. In the first place, a picture is generally too cumbersome and will take up too much space. In the second place, the cut is very liable to show up badly in the printing, unless an exceptionally good grade of paper is used. The printing of a letter head in a color other than black has some advantages. It makes the lettering stand out more. It is doubtful, however, if the slight advantage gained is worth the added expense.

Lithographed headings are frequently used but it is again doubtful if this is a wise plan for the average retail dealer to adopt. A printed heading—if well printed—will look just about as good. The retailer will not have occasion to order a very large stock of letter paper and the cost of the lithographing would be spread over too small a supply to make it a profitable undertaking. If a large supply were being ordered, the expenditure would probably be justified.

Some Criticisms.

A number of letter heads of Canadian hardwaremen are reproduced herewith. They were gleaned at random and represent fairly well the various styles generally adopted. On the whole, the headings are good—speaking from a comparative standpoint. A number of the most common faults are to be found, however, and some of these will be noted.

H. W. Marshall has used two cuts, both of which are unusually large. If determined to have cuts, make them as small as possible. The arrangement of the reading matter is excellent.

Aiken Bros. have made the mistake of boxing in the hardware and harness announcements, one on each side of the name, in antiquated borders. Plain rule borders are still used but the fancy variety has long since been relegated to the realm of things forgotten. It is hardly necessary to have "hardware and harness" under the signature when conspicuous notice is given elsewhere to the fact that these lines are carried.

R. E. Little has an arrangement which possesses the advantage of simplicity but which lacks explicitness. Neither the location of their store, nor their telephone number are given. This criticism applies to nearly every letter head in the collection. The ornament following the name is out of keeping with the script type used.

St. Mary's Hardware Ltd. have not given complete information. The printer has made the mistake here in using three distinct styles of lettering. The effect is not at all pleasing. This is a mistake which is altogether too common and for which there is no excuse, as the printer can easily follow one style throughout. More than two styles should never be used.

The Ross Hardware Co. have achieved an original letter head and there are no points about it which could be directly criticized. On the whole, it is quite creditable; and one particularly good point is the fullness of the information.

McDowell & Russell have made use of the prefix "office of" before the firm name. This was customary years ago but has long since been discarded. The name does not stand out quite as clearly as it might.

To sum it up, the safest way to go about preparing a letter head is to aim at simplicity and directness. Give full information as to your business and location in as brief a form as possible.



Some Letter Heads of Canadian Hardwaremen.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

MERCHANTS WHO NEVER TAKE STOCK.

It is a fact that there are a good many merchants who never take stock. Perhaps they are more numerous than most of our readers would imagine, and they are divided into two classes.

The first class of merchants never take stock because they never need to. That may seem a rather peculiar statement to make, but it is true. These merchants are so systematic in their methods, that they know to a dollar, how much stock they have on hand, every day in the year. Their records show them all the goods that are taken into stock, and are sold out of stock, day by day, and it is easy for them to tell you the quantity of any particular article that they have on hand. They do not take stock annually or semi-annually, but, as a matter of fact, they do so every time they make a sale, or accept a consignment into stock. They have an accurate and perpetual record of goods on hand.

The other class, is, unfortunately, far more numerous. These merchants, through lazy, slipshod business methods, are content to have some rough idea of the amount of goods they have on hand. They are not interested in an exact account, and it is too much trouble to secure one, anyway.

One such merchant was a visitor in Hardware and Metal's office, a few days ago. His store, in a Bruce Peninsula village, was burned to the ground a few weeks ago, and he was in Toronto, trying to have his fire loss adjusted by the insurance companies. He had for years been paying heavy premiums on a policy which he thought would about cover his stock. He didn't know, exactly, because he hadn't taken stock for five years. But he didn't think it was necessary, because he knew his stock closely enough to suit himself, and he thought he didn't have sufficient help to take stock and carry on his business at the same time.

The result of his negotiations may be imagined. In the absence of any stock records, the insurance companies refused payment of the policies in full, but offered to compromise at a discount of about 25 p.c., and this may mean that he will not be able to open his business again.

The incident has a double moral. In the first place, it teaches the necessity of system, in conducting a business; in the second place, it has a warning for merchants who take out fire insurance policies without knowing their exact terms, and the real extent to which the insurance protects them. It serves to emphasize the point which has been previously made in these columns that, being as yet unable to organize a Mutual Fire Insurance Co., the Ontario Retail Hardware and Stove Dealers' Association should make some arrangement, whereby its members would have the benefit of expert advice in questions relating to fire insurance.

HARDWARE LEADS THE WAY.

In the current Saturday supplement of the Toronto Globe, a picture of Porcupine City, the centre of the new El Dorado of Northern Ontario, is shown. Right in the forefront is a hardware store, the largest building apparently on the main street of this mining metropolis. The picture illustrates aptly the importance of the hardware store in all new towns and settlements.

When a new town is started—and in this age of rapid expansion, they spring up nearly every day in some part of Canada—one of the first institutions found there is a hardware store. This is, in many respects, quite to be expected. Necessity determines the order in which the institutions of civilization are to follow in the wake of the prospector. The men, who blaze the trail into a strange country and began a new settlement, feel right from the start the need for the goods which hardwaremen sell—nails and tools for the construction of "shanties," picks and spades to aid in prospecting, and all of the implements of utility which a rude life renders absolutely indispensable. Consequently, the hardware store is generally the first "trading post" found in new settlements and the position of importance, that it attains in this way, is maintained after the town has gradually grown and developed.

It follows, therefore, that the hardware trade is developing with great rapidity in this country. Every day brings word of new stores started, particularly in the west. No branch of mercantile industry is so closely linked with the growth and development of this new and thriving country.

FIGHTING THE TYPHOID FLY.

For a number of years past, medical authorities have been arousing public sentiment against that nuisance of summer time, the house fly. Many of our most influential magazines and newspapers have taken part in the campaign which has been educating the people to a true appreciation of the menace which these all too common house flies constitute to the public health.

It has been proven beyond the shadow of a doubt, that house flies, which breed and multiply in filth of all kinds, are most industrious in carrying the germs of disease, and endangering the lives of all those with whom they come in contact. Indeed, this fact has been developed to such an extent, that the house fly has now been almost universally named the "typhoid fly."

Whether or not the typhoid fly can be exterminated, is difficult to say, but, at any rate, no means have yet been discovered of doing so. There is, however, a reliable method of excluding them from both public and private buildings, and that is, by the use of wire screens.

Medical authorities and newspapers are strongly advising the use of screens on all windows and outside doors. There is scarcely anybody, now, who does not recognize the danger of the typhoid fly, and know the best means of fighting it. The demand for screen doors and windows will be greater this year than ever before, and, if the hardwareman advertises judicously he can greatly increase it even over what it would naturally be, in view of the widespread fear of the typhoid fly. Think of how much wire screen the hardwareman could sell, if even half the residents of his town, determined to absolutely exclude the typhoid fly from their homes, this year.

THE METAL SITUATION.

There is an all around healthy tone to the metal market. Business is opening up splendidly and metal men are looking forward to the best year, perhaps, in the history of the country. Everything points at the present time to continued prosperity in the future. As one man put it: "Everything is bright and there is not a cloud in the sky."

One of the most satisfactory features is the steadiness in all metals. Prices are remaining firm and this is conducive of active conditions. Buyers and sellers alike feel greater confidence when a price level is steadily maintained, as the speculative element is thereby eliminated from all dealings. Metal quotations have not changed for some time now, except in tin. The tin situation has been somewhat erratic but the fluctuations in the price have not disturbed the steady volume of trade carried on in this country. At the present time, tin is on the rise again and it is becoming more apparent every day that the syndicate is still master of the situation.

INCREASING SPORTING GOODS SALES.

A great impetus is always given to the sale of sporting goods, by the organization of local leagues. In a town where there are several factories, a Manufacturers' Baseball League will do wonders in increasing the sale of baseball supplies, not only to those who take part in the league contests, but also to the juvenile element, whose desire for a good class of mitts and bats, is inflamed by the factory games.

Sunday school leagues are also productive of activity in the buying of baseball accessories, and, the greater the number of real contests which take place and the more varied the interests which are involved, by so much the greater is the demand for baseball goods.

The love of baseball seems to be hereditary, on this continent. It is an easy sentiment to play upon, and, in towns where there are no local leagues, it should not be difficult to organize them.

It will pay the hardwareman to give his attention to this matter. If he himself is a lover of sport, he can himself initiate the scheme. If not, he is sure to have a clerk who is a baseball enthusiast, and will be able to start the ball rolling.

Other games, such as lacrosse, tennis, football and lawn bowling, could be encouraged in the same or a similar manner. There is money in it for the hardwareman, and good fun for everybody concerned.

TALKS WITH TRAVELERS SHOULD BE PRIVATE.

There are many dealers who are in the habit of meeting traveling salesmen, right on the floor of their establishment, where there is no privacy whatever. This is presumably done, through the notion that it is easier to get rid of a traveler in this way, than if he were given a regular hearing privately.

This idea is a mistake, as the traveler, being handicapped in this way, will naturally take up more of the merchant's time, in presenting his proposition than if he were given a good hearing. Moreover, it is embarassing to discuss wholesale prices and discounts in the presence of clerks and even customers—and even more embarassing to tell a dealer how much profit he can make on a certain line, while a customer is making a purchase, two or three feet away.

For these reasons, it is a growing custom in the trade, to have a small private room, sometimes separate even from the book-keeping department, where the merchant meets the traveling salesmen, and discusses their proposition with them. Free from interruptions, the interview may be completed in much less time than under any other circumstances, and it will be just as easy for the dealer to intimate when the interview is at an end. The scheme gives both parties a better chance, and it is well worth a trial by everyone who can arrange such a room.

POINTED EDITORIALS.

Every clerk should be an outside salesman. He can boost his own stock that way, as well as bring business to the store.

* * *

The ad-writer is essentially a salesman—not an essayist. Remembering this will help him to produce more effective copy.

* * *

There are no flies on that New Brunswick hardware clerk, who sold a screen door at the regular price, when the thermometer registered 40 below.

* * *

Why not plan a "house-cleaning window?" There will be a ready sale soon for the variety of articles needed at that, the most stirring period in household history.

* * *

The time, the place and the determination must come together to make a success of outside salesmanship in builders' hardware. Now is the time. Anywhere is the place. But how many dealers will bring forward the necessary determination?

* * *

During Lent people often forego certain pleasures or indulgences. Here is a resolution for the free-and-easy hardware dealer to take: I will shake off the slothful indifference which keeps me inside these bright spring days when I might be out after all this business that is going.

* * *

Is your letterhead business-like and up-to-date? And does it give the necessary information with reference to your business? The character of a store is shown to a great extent in the style of letterhead used; at least, people with whom you correspond will judge you from that basis.

* * *

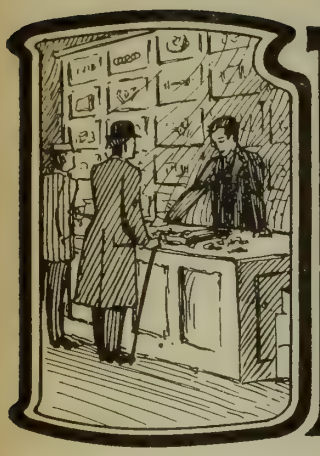
Putting up goods in packages will mean that many lines will go up on the shelves which have hitherto been hidden from sight in drawers and bins and under counters. It's a pity that pails and spades and blankets and such like goods cannot be put up in packages, to prevent some dealers from hanging them on their ceilings.

* * *

The one time general impression that to go into the plumbing business was tantamount to having a fortune left you, will soon be dissipated in the mind of the hardwareman who has a plumbing department and allows it to run itself. Keen business management and a good knowledge of contract figuring are needed there, as elsewhere—only rather more so.

* * *

The parcels post legislation in the United States has been quietly laid away, and nothing more will be heard of it, for some time, at least. The promoters of the measure have tacitly acknowledged defeat by accepting the situation without a word. It begins to look as though any agitation to that end can be effectually checkmated by giving the scheme full publicity; that it can succeed only when the guardianship of commercial interests becomes lax and negligent.



PAGE FOR HARDWARE CLERKS



How To Go About Selling Vacuum Cleaners

Results Announced of the Third "What Would You Say?" Contest—Replies Submitted Were of a Very High Order—A Gradual Improvement in Both Quality and Quantity of Replies.

THE WINNERS.

First Prize.—Aubrey F. Cunningham, Dundalk.
Second Prize.—Herbert N. Brown, Meaford.

The interest taken in the clerks' contests, conducted by Hardware and Metal, is constantly on the increase. Replies are received from all parts of the country in such number that it is clearly apparent that hardware clerks as a body are keenly alive to the possibility thus presented of improving their knowledge and their understanding of salesmanship methods.

The last problem submitted was somewhat more difficult than either of the first two. It gave greater scope for ingenuity and necessitated a large measure of technical knowledge. All replies received, however, were singularly commendable, combining tactfulness with a good store of practical pointers. Adroitness was displayed in approaching the subject and most of the contestants put forth a wealth of clinching arguments.

A noteworthy feature in connection with our "What would you say?" series is that the general run of replies are showing a marked degree of improvement with each problem. In other words, the contestants have gone more deeply into the question of salesmanship, have imbibed useful ideas from others and have generally improved themselves in this respect. We believe that the contests are having a distinct educative value. Testimony to this effect is found in many of the letters sent in to this office. "Have been following your contests right along," writes one young clerk, "and am getting a lot of benefit. Enclosed find my first contribution." And a bright contribution it was although it did not win a prize. "Your contests are a great idea," writes another clerk. "Your page for clerks will be of great help to us," declares still another. And so on, without number.

What the Problem Was.

Stated briefly, the last problem was as follows: A lady (wife of a prominent professional man) who wishes to buy a number of articles for housecleaning, enters a hardware store. She mentions, among other things, a carpet beater. The problem was, how to go about selling her a vacuum cleaner.

It will readily be seen that, to sell a vacuum cleaner to a customer who had intended to buy a carpet beater, would require a very skilful presentation of facts. The salesman would have to display keen perception in sizing up the situation and would need to bring a forcible line of argument to bear.

In considering the replies sent in, the judges went on the following basis:

Sizing up Situation - - - - -	25
Talking Points - - - - - -	50
Language - - - - - - - -	25

First prize was awarded to Aubrey F. Cunningham, Dundalk, whose reply was in many respects a model one. Mr. Cunningham was the winner of first prize in the saw contest also. In the present instance, he had the hardest of opposition and at least three of the other replies were seriously considered.

Mr. Cunningham covered the ground very fully and introduced a wide variety of arguments. The language that he employed was polished, to a fault. In fact it was too polished and read more like an essay than a business talk. Fault might also be found with the length of the reply. A less rhetorical effort would doubtless have proven more effective. Still, Mr. Cunningham gave a convincing talk and showed considerable tact and ingenuity in approaching the subject.

Second Prize Winner.

To Herbert N. Brown, clerk in D. B. Brown's hardware store, Meaford, went second prize honors. Mr. Brown gave a convincing reply which covered the ground concisely. He began with an appeal that would undoubtedly tell strongly and followed up with an array of reasons that strengthened his case appreciably.

Very close in merit was a reply submitted by Clayton Walker, with Wells & Wells, Dresden, Ont. Mr. Walker had a splendid line of talking points, and the method he adopted of opening the subject was original. His diction, however, was hardly up to the standard set by the prize winners and, on that point, he lost ground. As it was, his effort was marked just one point less than the winner of the second prize.

Some Original Points.

Another strong contestant was Harry Armstrong, with H. H. Otton & Sons, Barrie. One of his best points was a statement of the detrimental effect on the health that beating carpets entails.

W. J. Illsey, with the J. H. Ashdown Hardware Co., Winnipeg, submitted a reply in dialogue form, which possessed the valuable qualities of originality and brevity. The different points were rather skimpily touched upon, however. Mr. Illsey introduced a good concluding argument in the shape of an offer to demonstrate the cleaner at the customer's home at 8 o'clock that evening, when her husband would be home. By way of explanation, he appended to his reply: "This after hour work may not appeal to many clerks, but in selling vacuum cleaners this method will always be found a most telling one and seldom fails to make sales. When a lady customer is convinced the men almost always give their consent."

Prize Winning Reply.

The reply of Aubrey F. Cunningham was as follows:

This one, Mrs. Blackstone, remains impact until the handle is broken, and in its line is a model for strength; but, still it remains a carpet beater and represents, to one's mind, all of its distasteful attributes. We, indeed, should feel grateful to the man who invented the vacuum cleaner, the great value of which, by the way, if you have a moment to spare, I will demonstrate to you. (Lifting it out of the window, I place it on a not-too-heavy rug, which we keep for demonstration purposes). Among the thousands of inventions, during

modern times, to alleviate household duties, we find the vacuum cleaner both deserving and receiving the highest praise from the most exacting of the buying public. Its functions are manifold, ensuring a puritan cleanliness to the home, better health to the family, and long life to housefurnishings. It removes, without raising the slightest dust, all dirt and dust from carpets and rugs, as they lie upon the floor, bedding, upholstered furniture, curtains, clothing and in fact anything, which at any time requires sweeping or brushing. It also absorbs all germs or bacteria, those little corpuscles of disease, which cannot be destroyed by the use of broom or brush. Then again, Mrs. Blackstone, think of the saving derived, from the use of this cleaner, on those articles which are subject to the wear and tear of beating and to the exposure of inclement weather, not forgetting either, that by thoroughness in cleaning, timely work, and ease of operation, it has solved the hired help problem. Weighing only a few pounds, one can easily carry it from one floor to another. I feel sure, Mrs. Blackstone, that you already realize how nearly indispensable the good vacuum cleaner is to the well managed home. Recognizing the invariable demand of our customers for the best, we made an exhaustive study into the numerous good qualities of many high-grade machines, and as a result we have here the "———" a machine not only guaranteed by the manufacturers, but behind which we are prepared to stake our business reputation. Every part is warranted against defective workmanship or material. The tank, which is made of non-corrosive steel, can be emptied with ease. From the body out, the parts are securely fastened by slip joints, requiring only a moment to attach or detach. The rotundity of this hose is insured by coiled, spring steel wire and covering the wire is a heavy rubber lining, thus allowing a free and unobstructed passage for the dirt. To demonstrate the power of this cleaner, I will sprinkle some flour under this rug and now if you will move the nozzle, while I operate the handle, you will notice that the flour has actually been drawn through the rug and lodged in the tank. The depreciation on one good carpet in your home, Mrs. Blackstone, after being subjected to a beating, would form quite an item in the price of this machine. With a "——— Cleaner" you can forget the unfavorable weather of a late spring, and commence your house-cleaning to-day. We guarantee you perfect satisfaction or a refund of your money. Shall I send it complete with all attachments? Thank you. It will be there this morning.

Second Prize Winner.

The reply which was judged to be next best was as follows:

Mrs. B—— before you go out may I show you our new vacuum cleaners? You know it will soon be the dreaded spring season when so much mud and dirt is tracked into the house, and if you only knew how much hard work and worry that this machine would save, I feel sure that you would have one.

The simplicity, cheapness and usefulness of the vacuum cleaner are its chief advantages. A child can manipulate one. The machine is no toy but is made entirely of malleable iron and steel and is therefore most durable; it is easily carried because it is light and well balanced; slip joints are used on all connections, making them instantly detachable and interchangeable; and the double tank device makes the process of gathering the dust and then emptying it much more simple. Before now you will have learned that brooms and carpet sweepers only stir up the dust to let it settle in other parts of the room; while they drive the finer and heavier dust down into the fibre of the carpet where it readily breeds such vermin as the voracious "buffalo moth." By means of the vacuum cleaner every particle of dust and germs is sucked up, leaving the carpets, floors, curtains, sofas, etc., perfectly clean and sanitary and looking like new. The machine costs only $25.00 and it practically pays for itself the first season in the time that it saves. For instance, in a fair sized house it requires at east two weeks to take up the carpets, clean and relay them. With the vacuum cleaner this work can easily be done in two days with less labor, less dirt, less inconveniences to the family and with far better results.

So you see, lady, that our vacuum cleaner is all that we claim, it would pay you to have one. May I send one up for you?

Herbert N. Brown.

CLERK ADMITTED TO PARTNERSHIP.

As an instance of the future to which hardware clerks may look forward, Hardware and Metal this week extends congratulations to a reader of this page who has been promoted by his employers, to a partnership in the firm.

J. A. Aitchison, who for the past three years has occupied the position of chief salesman with the Adamson Hardware Co., Orangeville, has been rewarded for his ability and loyalty by being received into the business.

SUGGESTIONS FROM CLERKS INVITED.

Almost every hardware clerk has some idea of how the store should be run. He can see many of the weak points in the management of the store in which he is working, and he can also recognize the strong points—the ideas which tend to efficiency and economy.

Hardware and Metal is anxious that its clerks' page should become a regular clearing house for ideas along this line. Readers are therefore invited to write the editor, suggesting how to devise economies in store management; how to use window display space to best advantage; how to improve upon methods of stock arrangement and advertising. In fact, how to improve trade conditions in any way.

This department will be interesting to dealers and clerks all over the country, and will help the readers of the Page for Hardware Clerks to become acquainted with each other. So see what you can do, boys, to make this department a success.

THINKS CLERKS' PAGE EXCELLENT IDEA.

Robert McJannett, one of the prize winners in Hardware and Metal's "What Would You Say?" competitions, writes as follows:

"I find your journal very interesting—much more so than the similar trade papers published in the Old Country. I think your Clerks' Page is an excellent idea, and that it cannot fail to help all the clerks who study it."

CLERKS SHOULD LOOK AHEAD.

There is a demand for retail hardware salesmen to-day that should prove encouraging to the young clerks who are still on the bottom rungs of the ladder they have begun to climb. The want columns in the daily papers prove that fact to those who are not already aware of it. Not only are the retail proprietors looking for good clerks, but there are opportunities awaiting them with jobbers, manufacturers, specialty houses, and there are openings for owning a business, both in the east and the west.

The clerk, therefore, if he likes the business should keep his eye clearly set upon the future. His day is coming and his present concern should be to do his best in his present sphere. He is still tugging away in the iron shop at heavy work, or fills the orders the head clerk has received over the counter. The same head clerk can easily remember when he was doing the identical work the junior is now toiling at. And so it goes. The road may look steep and hard, but if the clerk refrains from thinking about that fact he will be over the rough spots before he is aware of it. The hardware business should appeal to those who are numbered among its clerks. The future is bright, and as Canada grows, as she is bound to do, the openings should be better and more numerous.

NEW PATENTS ISSUED.

Among the Canadian patents recently issued, as reported by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, are:

131,591. R. A. Bowen, Colfax, Wash., pipe wrenches. Chas. E. Russum.

131,634. Jno. H. Ferguson, Dayton, Ohio, wrenches.

131,658. L. W. Koser, Galt, Ont., construction of metal shingles or metal tiles.

131,665. A. L. Melchert, Santa Anna, Ca., pipe wrenches.

News and Methods of Canadian Hardwaremen

Novel Tool Sale in Toronto—Smiths Falls Dealer Getting Order for Plating—Important Business Changes.

RED TAG TOOL SALE.

Toronto.—May Bros., the West Toronto hardwaremen, have two fine windows this week. One of them which is attracting a great deal of attention is a window of tools, to each of which is fastened a red tag bearing the words: "Regular price $——, Red Tag Tool Sale Price $——." The price reduction averages about ten per cent., but the window is so attractively gotten up that the display should count for at least as much as the reduction in price.

The other window is devoted to paints and varnishes, and it is well calculated to interest householders in improving their property this spring.

PROMOTING SALES OF POULTRY NETTING.

Peterboro.—This spring trade has not been so busy in traps as in former years on account of the low prices prevailing for muskrat and similar furs, though from report muskrat are far more plentiful.

The Peterboro Hardware Co. have a "Brighten Up" window of spring cleaning necessities, step-ladders, brooms, brushes, flaxoap, etc. The Kingan hardware Co. has a window of gardening tools and poultry netting, the poultry netting being pushed by means of a pen of prize fowl being exhibited, enclosed in a poultry netting run in the window. The exhibit causes crowds to gather in front of the window, and incidentally sales of that commodity. A card was written explaining the breed and list of prizes won by the fowl. In their trap window a live black squirrel has been the means of drawing attention to the trapping season.

A good building season is promised this year.

BOOMING SPORTING GOODS.

Kingston. — The sporting goods men are looking forward to a good season this year. Last year with the organizing of two new baseball leagues, Sunday school and mercantile, they were almost sold out of sporting goods. These leagues will be in full swing again this year, and with the many teams in the city and senior and junior city leagues the dealers should have a good season.

HARDWARE BUSINESS CHANGES HANDS.

Owen Sound, Ont.—T. I. Thompson, Limited, have purchased the business of Morran and Sons, hardware merchants of 875 Second avenue east. Mr. John Thompson, of Port Elgin, Ont., has been appointed manager of this new store. The business was bought for 65c on the dollar.

Extensive changes and improvements are in progress at the Imperial Cement Co.'s plant here, by which it is expected the output will be considerably increased, and at the same time the cost of manufacture reduced. Mr. T. I. Thomson, president of the T. I. Thomson Hardware Limited, and manager af the plant confidently expects that the change will increase the mill's output by about 250 barrels a day, when the work of refitting is finished.

PUTTING CUSTOMERS AT EASE.

"You are cordially invited to look through this store at your leisure. All goods are marked in plain figures. Only one price."

This invitation neatly written on a medium sized card, faces everyone who enters Emerson & Fisher's retail hardware store, at St. John, N.B., and should have the effect of placing them at ease at once. Many people go into a store for the purpose of buying some little article and would often like to linger and see the exhibition of goods of various kinds, but hesitate to do so for fear they might be considered bores. Very often a person looking around sees something he fancies and purchases it, something he had not thought of buying, but which appeals to him as a good thing, and he gets it. A card like that mentioned above has the effect of inducing people to stop and look around to see if there is not something else that he wants.

RUNNING CASH BUSINESS.

Maple Creek, Sask.—The Maple Creek Hardware Store has changed hands. The new proprietors are conducting a brisk advertising campaign and have announced through the local press that: "The business will continue being run on cash basis, and the prices will be so attractive that a few visits to our store will convince you that dealing with a cash store means money saved on every you purchase."

WILL REBUILD STORE.

Barrie, Ont.—Further particulars of the explosion and fire in J. R, Hambly's hardware store, show that almost the entire stock was destroyed. V. S. Hambly, a nephew of the proprietor, was in the basement when the explosion occurred, the flames burning the young man severely.

The alarm was sent in to the fire hall but "somebody blundered" and the reels were late in arriving. It was probably 20 minutes after the alarm sounded that the brigade arrived. Then some delay was occasioned in getting the water turned on, and by the time the first stream poured into the building, smoke was pouring out from the upper windows. Shortly after, the plate glass windows fell in. Then the fire got into the ammunition and the exploding cartridges scattered the spectators in all directions.

For over two hours in the intense cold the firemen fought the stubborn blaze. At times it looked as if the flames were breaking through the roof.

The loss is placed at between $13,000 and $14,000 with $9,000 insurance. The building was damaged to the extent of $2,000, which is covered fully by insurance.

Mr. Hambly is not daunted by the reverse, but has already started in to repair and restore the building. His intention is to make it one of the finest hardware stores in the country. A modern front will be put in, metal ceilings and new interior fixtures will be installed.

DEVELOPING BUSINESS IN PLATING.

Smith's Falls, Ont.—R. Hawkins is adding a new department to his hardware business here. He is announcing, through the press, that he has been appointed agent for the Westport Manufacturing and Plating Co., and he is receiving orders for the replating of all kinds of silverware, and the replating and polishing of all kinds of ornaments, trinkets, and brass work.

Mr. Hawkins is exhibiting samples of the work which his firm are doing in the line, and the department promises to develop into a popular and profitable feature of his store.

DEMONSTRATING GAS RANGES.

St. John, N. B.—T. E. Taylor of the McClary Manufacturing Co., London, Ont., is in St. John demonstrating the McClary gas ranges for the St. John Railway Co., which supplies gas to the city. Afternoon receptions are held and visitors are served with foods prepared on the gas ranges. It is expected the demonstration will result in largely increased sales of gas ranges as the company has recently made a reduction in the price of gas to $1 per thousand.

BANQUET THEIR HOCKEY TEAM.

The management of The Imperial Varnish & Color Co., Toronto, gave a banquet in honor of their "hockey team" in the parlors of Birrell & Fox, 726 Queen St. East, Thursday evening, March 23, to which the entire staff of employes were invited.

At the conclusion of the supper Mr. J. M. Sparrow, president of the company, took the chair and an excellent program was rendered; the principal artists being Miss Ingle, elocutionist; Misses Maddock and Bond, pianists, and Mr. E. Newton, vocal soloist.

Following the program, the chairman called on Mr. Monypenny, vice-president, for a few remarks, which was followed by a short speech from Mr. J. D. Robinson. On behalf of the team Mr. G. C. McEwen moved a hearty vote of thanks to the management for their generosity and spontaneity in giving the evening's entertainment. Mr. Mihell made a similar motion on behalf of the employes.

The evening was a decided success and the harmony and good feeling between the company and their employes was evident to all present. The program was closed with the National Anthem.

Smith & Burton, Watson, Sask., are reported to have received a car of hardware goods. Business seems to be booming in the West.

HARDWARE TRADE GOSSIP

Ontario.

James G. Stewart & Co., hardware dealers, Wingham, have sold out.

T. B. Lee, manufacturers' agent, Toronto, has gone on a trip to the Old Country.

Archie Teetzel, wholesale hardware merchant, of Vancouver, was in London the other day stocking up.

A provincial charter has been granted to Mulhall Hardware Ltd., Ottawa. The capital stock is fixed at $80,000.

The Bond Hardware Co., Guelph, had night and day gangs working all last week, putting hardware floors in their store.

J. S. Weichel, Elmira, has undergone an operation at St. Joseph's hospital, Guelph. He is reported to be getting along nicely.

W. W. Near, Toronto, of the Page Hersey Iron & Tube Co., is on a trip to Europe. He will return about the middle of May.

A. E. Carter, who was convicted of concealing goods from his employer, a Belleville hardwareman, was sentenced to three months in the common jail.

James Pilling, who has been employed at the McKinnon Dash and Metal Works, St. Catharines, has taken a position at Ottawa. He was given a rousing send off by friends.

Fred Wanless, the east end hardware man, of London, is planning an extension to the back of his store, to be used as a storeroom. This week he is displaying sap buckets and maple sugar making equipment.

John A. Thompson, Port Elgin, after a trip through the West, has decided to enter into business in Owen Sound and has bought a hardware stock there. Mr. and Mrs. Thompson will leave shortly for their new home.

Wilson Bros., Moorefield, have sold their hardware stock to their father, Geo. Wilson, who takes charge as soon as the stock-taking is completed. The late proprietors will go into business in Vancouver.

Charles R. Bloxam, who has twice previously visited Canada on behalf of Hobbies (Lim.), Dereham, Norfolk, is starting on his third tour through the Dominion on behalf of that company on April 8. He will commence his trip at St. John's, Newfoundland, and visit the principal towns as far west as Winnipeg.

A two-storey addition is to be made to the McClary shops at Adelaide St., London, this summer, though the exact amount to be expended on the work has not been announced. The extension is to the mounting shop, where the staff is rather cramped for room at present. A number of extra hands may also be taken on.

Patterson & Hilborn, hardwaremen, Drayton, have moved into the store just vacated by H. Irvine & Son, and are now doing business in their new quarters. The store is both wider and longer than the old one and consequently is much more suitable. They have bought the property and are reported to be contemplating changes.

Maritime Provinces.

W. B. Darton, traveling representative of the Marlin Arms Co., of New Haven, Conn., is on a special business widening trip through the Maritime Provinces and Eastern Quebec.

James S. Neill & Sons Ltd., Fredericton, are closing their branch store, known as Tweedale & Co., their object being to concentrate the business at their main store. The stock in the branch store is being sold out at reduced prices.

Western Provinces.

Driscoll & Vrie have started a hardware business at Milestone, Sask.

J. J. Cumming, has started a hardware business at Drumheller, Alta.

The Wilkie Hardware Company's building, Wilkie, Sask., is being enlarged.

Crossley & Johnston, hardware dealers, Oxbow, Sask., have suffered loss by fire.

Mr. Harris, of Valley City, is going to build a hardware store in Whitla, Alta.

Joseph Sive, hardware and harness dealer, Makinak, Man., has sold to J. Polvin.

Hill Bros., Fillmore, Sask., are moving further west this month. They have sold out their stock there.

Weir & Tuck, dealers in hardware specialties, Regina, have dissolved. Mr. Weir will continue the business.

Donald & Thompson, hardware dealers and tinsmiths, Lumsden, Sask., have received a carload of hardware and are enlarging their stock.

F. K. McKay has taken over C. J. Bray's hardware business at Gleichen, Alta. The business will be conducted under the name "McKay Hardware Co."

Harry Cooney, Killarney, Man., has gone to Winnipeg, having accepted a position with Miller, Morse & Co. He will go west to Edmonton, which will be his headquarters for the time being.

Geo. Martin, Killarney, Man., who has been looking for a location for a hardware store in the west, has returned home. He has decided to locate at Zelma on the G.T.P., and leaves shortly for that place.

M. Rogers and M. Jackett, hardware and lumbermen of Southey, Sask., were in Blackie, Alta., looking over the prospects for a location. They were very enthusiastic over the prospects there.

Commencing on the first of the month, the hardware business conducted under the firm name of Neelands & Co., at Salmon Arm, was taken over by S. J. McDiarmid, who has been associated with R. H. Neelands in the concern for the past eighteen months.

The loss sustained by Crossley and Johnson in the destruction by fire of their hardware store at Oxbow, was $18,000, partially covered by insurance. Building operations will commence at once and a store more up-to-date will supplant the one destroyed.

In the publicity edition of the Cardston, Alta., Star, the following appears: "The Alberta Hardware and Lumber Company, Limited, was established in Cardston eleven years ago. The President has been most active in building up the town as well as the affairs of the company. This company is more particularly noted for the large contracts for public and private institutions, one of them being the Raymond College, a handsome and attractive brick building, and several others, the Cardston Court House, and the Cardston Milling Co.'s mills."

Hardware Letter Box

Book on Window Dressing.

G. L. Elmes, Farnham, Que.—"Do you issue a book on window dressing and sign writing?"

Yes, we have a book entitled, "Hardware Window Dressing," dealing with these subjects. Price $2.50.—Editor.

Gilfillan Regulators.

Subscriber.—"Where can we buy the Gilfillan Regulators for natural gas?"

Consult Brantford Gas Co., Brantford. —Editor.

Carpenters' Boring Machines.

M. St. Louis & Son, Crysler, Ont.—"Will you kindly let us know the makers or agents of carpenters' boring machines, with all steel pieces, in place of cast metal pieces?"

Your jobber will no doubt be able to supply this.—Editor.

Chair Varnish.

Maritime Paint & Varnish Co., Halifax.—"Can you supply us with the name of the manufacturers of "Crystallac" chair varnish?"

Can any reader furnish this information?—Editor.

Aluminum Sheets.

G. N. Bourque, East Sherbrooke, Que. —"Can you tell us where we could buy aluminum in sheets?"

Northern Aluminum Co., Toronto; Parke & Leith, Toronto; A. C. Leslie & Co., Montreal; M. & L. Samuel, Benjamin & Co., Toronto.—Editor.

Aluminum Ware.

R. Bradfield & Co., Morrisburg.—"Will you kindly give us the address of manufacturers of aluminum ware in Canada? Are the works of the Northern Aluminum Co. in Canada?"

1. This line is not made in Canada at present. 2. Yes, at Shawinigan Falls, Que.—Editor.

Hand Power Hoists.

D. Cinnamon, Lindsay.—"Will you kindly give me the address of a firm who makes hand power hoists or elevators? I saw this article advertised in Hardware and Metal last year, but I do not just remember the firm's address."

Otis-Fensom Elevator Co., Toronto.—Editor.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 50.

MARKETS IN BRIEF.

Montreal.

Linseed Oil.—Easier in price.
Turpentine.—Price advanced.
Tin Sheets.—Stocks reported light.

Toronto.

Turpentine—2c. increase.
Linseed Oil—5c. decrease.
Rosin—Large advances.
Tin—Advance of 1c.

MONTREAL.

Montreal, March 31st.—The situation in regard to tin sheets is beginning to be interesting, according to one of the local authorities. This is the particular season when the demand for tin sheets is brisk. There are a number of activities that require tin sheets now but the stocks are becoming short, in fact to such an extent that the attention of the trade has been drawn toward it. It is felt that stocks may not be replenished until the opening of navigation which is likely to be later than usual this year. During the past week the tin market has been fluctuating and at the same time it has been seeking a higher level and shows a considerable advance over the quotations of last week.

It has been reported that the St. Lawrence Bridge Company is in the United States market for 60,000 tons of structural steel for the Quebec bridge. It is understood that the Carnegie Steel Company will furnish all the material. Canadian railways are still placing orders for equipment including $100,000 worth of frogs and switches for delivery at Winnipeg. Altogether the amount of business in steel originating from Canadian activities is already an appreciable figure this year.

Pig Iron.—This market is quiet in the United States but on this side of the line considerable activity is reported. Enquiries from foundries are numerous and the consumption of pig iron is considerable. One report from a New York source, says the Dominion Iron and Steel Co. is in the market for 6,000 tons of American basic for early shipment. The purchases of American pig for Canadian shipment by both steel companies and agricultural implement manufacturers has been quite considerable lately, as well as for billet and structural steel. The Canadian furnaces are reported quite active and foundries are out for considerable supplies. Prices for future pig iron on dock, Montreal, are already quoted as follows: No. 1, Summerlee, $20.00; select Summerlee, $19.50; soft Summerlee, $19.00; No. 3, Cleveland and Clarence, $16.75 to $17.00.

Copper.—The copper market does not show much change in the local market. In the primary market it has been undergoing some changes, having shown strength a week ago only to weaken again under accumulated stocks.

Tin.—As stated above tin while fluctuating lately has at the same time sought a higher level and is much firmer than it was. In Montreal there are indications of a shortage of tin sheets, and as the demand is at this season, the trade are directing their attention toward it, as it is felt that stocks will not be replenished before the opening of navigation. The market is strong just at the time of writing and is worthy of attention under such circumstances.

Spelter.—This market shows a little firmer, but there is not a very marked change.

Lead.—Like spelter, lead has a better tone and is a little more active. The situation locally is not much changed.

Scrap.—The market is still quiet with demand rather light.

Prices are normal, thus: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plates, $12.50.

TORONTO.

Toronto, March 30. — Business in metals is opening up very well. So far, the volume of trading has been in excess of the amount of business done up to this period last year. As there is nothing at present in sight to suggest that this active condition will not continue, it is safe to assume that a prosperous year is ahead. Local metal men express every confidence in the future.

There have been no developments during the past week, except in the case of tin. A slight advance was recorded in the price of tin, but other metals are remaining firm. This all around steadiness is having a good effect on business generally, and is causing greater confidence to be felt. Steadiness in prices is bound to result in an even run of business, and metal men locally will be well pleased if present conditions are maintained.

Tin.—The condition is somewhat similar to the state of affairs prior to the recent break in price. The syndicate is slowly, but very surely, forcing the price back to the high notch from which it so recently receded. Locally another cent has been added to the price, making it 44 cents.

Commenting on the situation at London, the American Metal Market has the following: "The syndicate representatives, who were a short time ago apparently doing all they could to knock the tin market down, evidently with the object of starting a fresh upward movement from a lower level, seem to have carried out their program successfully. After declining £16 to the 16th inst., the market has since advanced £12 and gives the appearance of going higher, but it is a one-man market; the syndicate's actions will decide the course of the market."

Antimony.—The antimony market has again relapsed into dullness. An improved tone was noted last week, but the improvement did not last long. In this respect, local conditions reflect the situation on the world's markets, where antimony has become somewhat of a drug. The price remains at 9½ cents.

Copper.—In contrast to conditions on the other side of the line, copper is showing considerable activity here. There is a good demand and fullest confidence is shown. The price has ben steady.

Plates and Sheets.—The only thing that distinguishes the situation as regards plates and sheets, is the scarcity of local stocks. At the first of the year a number of local houses were nearly "cleared out." So small was the supply in fact that some anxiety was felt. The condition has not improved to any appreciable extent since, and, in the meantime, the demand has grown apace. Prices are unchanged.

Pig Iron. — The improvement noted last week in the demand for pig iron is still in evidence and enquiries in large number are being received. Prices remain firm as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $20 for Middlesboro No. 3; and $20.75 for Clarence No. 3; Summerlee No. 2 is $22.50, and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.50 and $22.50 respectively.

Lead.—The demand is not heavy, the orders received being for the most part of the hand-to-mouth variety. Stocks are rather light, but holders are talking confidently and holding for higher prices.

Spelter.—Buying is still restricted in bulk, although the business being done is deemed satisfactory for this season of the year.

Old Materials.—The situation is unchanged. Quotations to-day are: Heavy copper and wire, 10½c.; heavy red brass, 9¾c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7, stove plate, $13.

MILK CAN MADE POOR SAVINGS BANK.

Milk cans are all right in their place, but an employe of the Ironclad Mfg. Co., at Brooklyn, N.Y., has discovered that they do not make good as savings banks. During a recent financial scare, he withdrew from the bank, his lifetime savings, amounting to $8,000, and placed the money in a damaged old milk can which, he had noticed had stood in the same corner of the factory for years.

The other day he went to make another deposit in the milk can, and what was his consternation to learn that it was gone from its accustomed place, and the $8,000 with it.

HARDWARE MARKETS

MONTREAL.

Montreal, March 31st.—Had it not been for the increase in the western business it is likely the trade during the past month would have shown a smaller figure than that for the same month last year. In the east the spring has been late in breaking and even yet the weather has not struck its stride. The month in 1910 was balmy, in fact, it seemed to have interchanged positions in the calendar with April. At any rate, the idea is expressed that the increase over the same month last year is not very appreciable. There was a falling off in the east but the west came forward with heavy orders and considerable business has been done in this direction. The demand covers all the spring lines with a noticeable increase in builders' goods. In the shipping rooms the new activity is shown in a great variety of lines. Bolts, screws, house and garden utensils are prominent, tarred paper and other paper of that kind has received a new impetus, picks are going out, together with other lines. The wholesale hardware trade are busy just now. It is hoped that the retailer is finding the same conditions.

Contractors' Supplies—As far as this section of the country is concerned the improvement in this market has not been very considerable. There is quite a little activity in building circles, but the real spring demand is not yet apparent. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is improving.

Household Utensils—In this department business is good. It is just about the same as was felt last week, but the tone is confident and practically every order includes a fair share of articles under this heading. This is the time of the year when household articles of the utensil form are in good demand, and it will be felt for quite a few weeks yet. Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt. $2.05, 4-qt. $2.50, 6-qt. $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25, less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Carpenters' Tools — Retailers are stocking up for this business or are replacing stocks that have been heavily drawn upon. The feeling is that there is still a good business to be done and the orders coming in are indicative of that opinion. The following discounts are about the average: Steel squares, 50 per cent.; auger bits, 47½ to 70, according to quality; augers, short and long-eye, 65; chisels, 75, 10 and 5; draw knives, 75 and 10; handsaws, Canadian make, 35; boxwood rules, $1.15 and upward, a doz.; nail hammers, $2.75 and upward a doz.

Spring Lines—There is a good steady demand for spring lines. Hose is bringing in a regular trade; sprinklers, too, are selling, and other lines are just as active. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a dozen.; hose sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Heavy Hardware—In heavy hardware there is a pronounced demand. Bolts and nuts are moving especially well. Discounts are: On carriage bolts, ⅜ and less, 70 per cent.; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

Sporting Goods—There is a steady trade in this department. Orders for spring and summer goods are coming in freely, and the sum total of trade is quite satisfactory.

TORONTO.

Toronto, March 30.—Conditions have been quite satisfactory, despite the very unfavorable weather that has prevailed during the past fortnight. There has been a fairly steady demand in all lines, particularly in household goods, spring lines and builders' hardware. Sporting goods are also coming to the front rapidly.

It is generally considered that the trade up to date has been well ahead of last year and that the prospects for the future are of the brightest. Travelers report that the dealers are full of confidence and are preparing for a busy spring and summer trade.

Collections are good. No complaints have been heard on this score and there seems to be enough currency on hand to meet payments readily.

Seasonable Lines.—There is an active demand for spring goods. Garden hose, sprinklers, mowers, rakes, shears, spades axes, wire fencing, and all similar lines are moving well. Refrigerators are in fair demand and the same can be said of wheelbarrows, cream separators, ice cream freezers and vacuum cleaners. More orders have been received for vacuum cleaners than ever before. Many of the orders now received are for immediate delivery.

Household Goods.—There is marked activity in all strictly "house" goods. Graniteware and tinware are moving smartly and stove accessories are in demand. Meat choppers, coffee percolators, kettles, pots, pans, clothes wringers, etc., are selling well.

Builders' Hardware.—The development of business in this department during the last fortnight has been one of the features of the local hardware market. In anticipation of a heavy building season, dealers are stocking up early in all that pertains to the building trade. There has been, also, a consistent and heavy call for tools of all descriptions, evidencing activity in the trades.

Heavy Hardware.—The demand for bolts, nuts, screws, wire, etc., has been seasonably good. Present quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—There is quite a remarkable activity in the stove line, for this time of year. Ranges are in fair demand and quite a few furnaces are still being sold. One local house shipped out a carload of furnaces to-day. The big demand, however, is for gas stoves. Business in this line is reaching its highest point and large orders are being received.

A marked feature is the active demand from the west for stoves of all kinds. So large are the orders, in fact, that some manufacturers at least are finding difficulty in meeting them.

The plate and sheet industry is marked by somewhat of a shortage. Orders are not promptly filled by the English manufacturers and local handlers are somewhat embarrassed in consequence.

Sporting Goods.—Trap shooters' supplies are particularly busy at the present time. With the arrival of comparatively mild weather, shooting at the traps has been begun in earnest and there is now a call for the necessities incidental to that sport. Other lines are also going well. Baseball goods are to the fore and fishing tackle is in demand.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

NEW SAMPLE BOARD.

The Yale & Towne Manufacturing Co., of New York and Stamford, are just introducing to the trade in an attractive folder a rather novel sample board containing four of their leading night latches, of various types and grades. The board is designed to attach to the shelving of a hardware store and is furnished in two ways (with and without an assortment for stock). The latches are mounted complete with cylinders showing through on the opposite side, and brass hooks are applied on the cylinder side, for hanging the keys. Brass tags are provided, giving the list number of each latch.

NEW COMPANIES.

The General Machinery Co., head office Toronto, capital $40,000, have been incorporated to manufacture engines, boilers, tools, etc.

McFarlane-Douglas Co. have been incorporated, to carry on the business of manufacturing of sheet metals and builders' supplies; head office, Ottawa; capital stock, $300,000.

The Western Hardware Market Situation

Spring Trade Opening Well—Farmers' Supplies in Active Demand—Contractors Placing Large Orders.

Winnipeg, March 28.—The general tone of the market is brisk. The spring trade is opening up exceptionally well and prospects for a splendid year are considered assured. The demand runs particularly to farmers' supplies. The fine weather which has prevailed of late has been a great help in this respect. The farmers are already planning to get started on their spring work and are laying in the necessary supplies. Builders' hardware is already in good demand. Helped to an early start by the fine weather, the contractors are already hard at it and are placing orders for tools, nails and general supplies.

The only marked change in prices is in horseshoes. An all around advance of 25 cents has been declared. The demand has been heavy.

Rope is still very weak. The fixing of a lower quotation has been delayed, contrary to expectations, but in the meantime all handlers are asking a lower figure.

It is reported that there is a poor quality of solder on the market at the present time. The price is weakening.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 28, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger $4.65; snowshoes, No. 0 to No. 1, $5.15, $5.00; No. 16, $5.25.

No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9c; pure manila, 10½; British manila, 9¼; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

There is a splendid trade being done in paints and oils. Lubricating oils are active and the output of mixed paints is exceptionally heavy. Turpentine continues to soar and is now quoted around $1.40. A weakening tendency has been shown in linseed oil.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

A "MADE IN CANADA" EXHIBIT.

An echo of the recent hardware convention held in Peterboro has reached Montreal in the form of the special "Made in Canada" exhibit of hardware supplies shown by the Taylor-Forbes Co., as manufactured at their works in Guelph, Ont. One of the incidental lessons brought out at the convention was that numbers of retail hardware men throughout the Dominion have not had the opportunity of knowing the wide range of hardware goods that are of Canadian manufacture. Likewise, they are not thoroughly acquainted with the standard of the Canadian-made goods in comparison with those that are the output of foreign houses. An explanation of this condition of affairs is partially offered by the fact that travelers are unable to carry a complete line of samples, and while catalogues fulfill a certain duty, they fail to convey a definite idea such as is given by a display of the goods themselves.

Ontario hardware retailers having benefited by this exhibit, one of the most complete that has ever been shown in Canada by an individual manufacturer of these particular goods, the display was transformed to the Montreal branch of the Taylor-Forbes Co. Ltd., 246 Craig St. west. Invitations were issued to the jobbing and retail trade in this section, and nearly all availed themselves of the opportunity of examining this exhibit of Canadian-made goods.

The whole idea was carried out simply for the purpose of giving information to the trade in regard to the goods which Taylor-Forbes are manufacturing and creating more confidence in the qaulity of the articles produced in Canada.

Owing to the removal of T. Allan Smith from Elora, the management of the Elora Bell Telephone Co., has been transferred to A. Hobbs, hardware merchant of that place.

Some New Hardware Lines Described

Novel Wire Cloth Display Rack—A New Ice Breaker—Repeating .22 Rifle With Large Magazine Capacity.

A SOLDERING PASTE.

"Fluxite" is the name of a soldering paste which is being introduced to the Canadian trade by the Auto-Controller and Switch Co., of Bemondsey, London, S.E. It is said that this flux will solder even dirty metals without cleaning and without corrosion, and that it does lead jointing with only a blow lamp, and without solder. It is also claimed that brass unions and taps are tinned without first being cleaned where "Fluxite" is used.

WIRE CLOTH DISPLAY RACKS.

A very convenient method of displaying wire cloth, is by means of the Bowser Wire Cloth Display Racks, one style of which is illustrated herewith. These racks save space in the store, and make



it very easy to handle the ordinarily clumsy rolls of wire cloth. Both sides of the rack are available for display purposes, so that a great many different widths may be stored in small space.

These racks are manufactured by R. M. Bowser & Son, Renfrew, Pa.

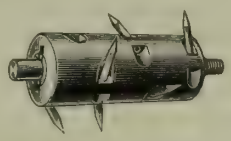
RAPID ICE BREAKER.

North Bros. Mfg. Co., of Philadelphia, Pa., have recently placed on the market, under the above name, a small sized ice breaker intended for hotels, restaurants,



bars, and ice cream makers, where it is desired to break ice by hand quickly, with only a small outlay for the machine

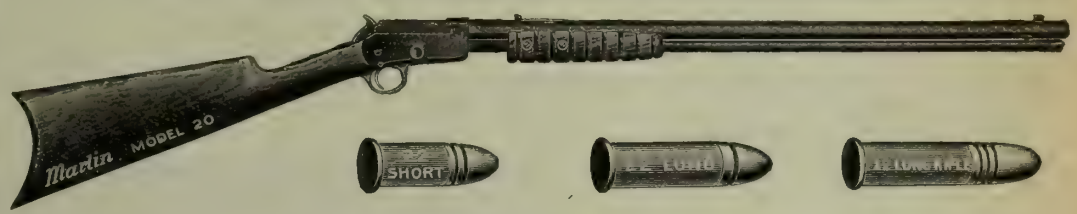
The opening for ice, is 8 x 6 inches, and the capacity is said to be over one half ton per hour for hand use. The cylinder is 3 inches in diameter and has



eight picks so arranged that one after the other sticks the ice. The manufacturers claim that the construction insures that little of fine or shaved ice is cut, all the ice being broken into pieces the size of walnuts.

NEW MARLIN .22 REPEATER.

The Marlin Firearms Co., New Haven, Conn., are now producing their new Model 20, Full Magazine Rifle. This rifle gives 25 shots at one loading with short cartridges, 20 shots with long



cartridges, or 18 with long-rifle cartridges. This is a considerable capacity for a pump action repeater. It has solid top, side-ejecting construction, and shoots short, long and long-rifle cartridges, handling them without any change in adjustment.

BURGLAR-PROOF SAFE INVENTED.

Vancouver, B.C.—Walter Thomas, of this city, has invented what he believes is an abolutely burglar proof safe. The device is simple and unique. A perfect sphere and a perfect circle are the novel features of this safe, which can be made any size. The safe is made of thickened metal which is heavier at and around the door. It revolves by simple mechanism and when closed the door of the safe is turned downward into the pedestal. A burglar would therefore be confronted with the task of working on an apparently solid globe of metal with no door in sight. In this turned and and lowered position, the safe presents a simple metallic sphere which is heavily weighted at its under surface making it impossible to revolve the sphere from the outside. In the interior is placed a box for valuables hung centrally on trunions and weighted at its under side so that it will not revolve with the sphere, but will remain in its normal position with its floors and compartments practically horizontal. It is planned to make the parts of the safe in the United Kingdom and assemble and finish them in Vancouver. A manufacturing company has been organized under the name of the Dreadnought Armorclad Safe Company.

MONKEY JACKS.

Trewhella Bros., of 6 Alma St., Smethwick, Birmingham, Eng., have issued a 1911 catalogue dealing with their Australian monkey jacks. Full particulars are given of the general utility and efficiency of these jacks, thus enabling prospective buyers to select the model most suitable to meet their requirements. It is announced that the company have recently enlarged their plant so as to take care of their increased business.

THE CARRIAGE TRADE.

Many hardwaremen, particularly in the West, handle carriages with much success. The line is a logical one for the trade to handle, in many respects. When the farmer comes into town, he has almost invariably some goods to purchase at the hardware store; he thus calls there pretty regularly. If he is in need of a new carriage or a wagon, and the hardwareman carries a line, the farmer has frequent opportunities to look over the stock and to discuss the matter with the dealer. The chances are that he will buy his carriage supplies there anyway. Why then should he not purchase his carriage at the same place?

Geo. Hancock, of Port Hope, handles a large stock of carriages and has been well satisfied with the results. He sells a large number each year, and has found the department a profitable one.

Mr. Hancock carries out the "outside salesmanship" idea in the sale of carriages. He does not wait for the farming trade to come to his store; he goes out and meets the farmer, makes friends and thereby establishes a connection which ultimately leads to trade relations. His trade is increasing so rapidly that he is talking of erecting a warehouse just for carriages this year.

DEATH OF OLD EMPLOYE.

The death occurred on Saturday, March 25, of Alexander Anderson, head shipper at the Toronto offices of the McClary Mfg. Co. He had been with the company for about twenty years, twelve of which had been spent in the Toronto branch. The deceased was 59 years of age and leaves five children. The funeral took place on Tuesday in Hamilton.

Tendencies in the Builders' Hardware Trade

Public Being Educated to Prefer Better Class of Hardware—Period Styles Much in Vogue—How Clerks Can Direct the Tastes of Purchasers.

There is a noticeable tendency to-day toward a higher standard in some lines of builders' hardware.

In fact, many homes are now planned according to particular designs. This is especially true of the better class of houses, some being after the old English idea, others the Mission, the Colonial, and so on. It is nothing more than what might be expected that, as the country becomes more prosperous, the men who enjoy its prosperity should desire to provide for themselves dwelling places in keeping with their means. And architects are not unwilling to bring forth their suggestions to prospective home builders, to cater to their tastes and likewise to their pockets. Having decided, therefore, on some particular design for a house, the owner must follow it out in detail, principally because he has adopted that style and also because his critical friends will not fail to notice just how faithful he has been to it in the very details.

Giving Attention to Appearances.

It may be said by the hardware dealer in the average smaller city or town that expensive houses are decidely the exceptions, all of which is no doubt true, but the plan adopted in selling to the wealthy builder is just the same, in a general sense, as in dealing with the man of less means. Houses are built with permanency of occupation in view, in the most of cases, and because one naturally takes a pride in the appearance of his house he is open to persuasion in regard to the fittings he will use in its adornment. Service is always the first consideration in these matters, but, for reasons already referred to, appearance is receiving more and more attention.

Hardware dealers are aware of this fact, and apparently they have not been tardy in taking advantage of it. The firm of Lariviere Incorporee, one of the prominent retail hardware houses in Montreal, are one of those who specialize in builders' hardware and have an office or showrooms particularly for this purpose. Their main store uptown is devoted to general hardware, and the branch downtown is really a store in itself, but is given over to builders' hardware and auxiliary lines such as bathroom fixtures, etc. Here are kept the samples of the various lines that are included under builders' hardware. The idea is to be able to actually show the many styles in stock, and to let a man see and decide for himself, if he so desires, what style he thinks most suitable for his residence.

Advantages of a Varied Stock.

"If you do not tell a man or show him what you have, how is he going to know about it?" The builders' display enables the dealer to show a prospective purchaser the different lines he can buy, and therein lies its value. If some special design is being adopted and tenders have been called for the contract, the securing of it is largely a matter of price. But when a man is undecided, and is looking for ideas, then is the opportunity presented of selling some of the better goods. The different styles are laid before him, and the reasons why he should use this or that are presented to him. It is in these cases that real salesmanship of builders' hardware is demanded.

Indoor fittings, escutcheons, handles, locks, knockers, bells, drawing room fittings, etc., there is a good opportunity offered of selling goods of better quality than the buyer probably intended in the beginning. The larger stores carry goods not only of Canadian and United States



A Cabinet Hardware Section in the Store of the Star Hardware Co., Toledo.

manufacture, but also those made in Europe. The retailer of less pretentions may not be in a position to go into this department as extensively as this, but the samples he shows can be augmented by catalogues. It is deemed advisable, however, to secure a well selected stock in accordance with the individual's means and the demands of the community he is in, and to have samples and catalogues of other prominent lines. The higher class of goods referred to may be dearer, but it can be pointed out that the trend is in that direction to-day, that a residence is given a better appearance and a certain individuality and altogether more satisfaction is secured. In instances where houses are being constructed for selling or renting purposes they are given increased value by the tone of the finishings.

Trend is Towards Better Goods.

There is no doubt as to what is the tendency in this direction, and it is only in recent years that it has become so pronounced. Public buildings are also being equipped with finishings of a superior class. In fact the buildings as a whole, in their modernness show numerous improvements, and the way is open here, too, for hardware furnishings involving new ideas and a higher standard.

The getting of business is one of the problems of builders' hardware. The general plan of keeping in touch with the civic building permit department, architects, contractors and others who are likely to know of new residences and buildings, requires watchfulness and resource. It is hardly necessary to say that in the larger stores this work is in the hands of men who attend to practically nothing else, and in the towns where the leading stores are smaller than those of cities, certain clerks are deputed to look after this feature of the business. Much depends upon the reputation of the house, the propositions it has to offer, the personality of those who are going after new business and the initiative and care shown in the work. No set principle can be set down with the idea "do this, and success is yours." There are too many conditions entering into this feature of the hardware trade. But the point referred to at the outset, the aiming at selling according to the tendency of the day, can be materialized, and the equipping of a department to this end will prove of great assistance.

PAINTS IN CORNER WINDOW.

In the big hardware establishment of W. H. Thorne & Co., at St. John, N.B., a prominent corner window is devoted to the display of paints and varnishes.

While the illustration on this page scarcely does justice to the display, still the products of several well-known manufacturers will be readily recognized. The most interesting part of the display is the framed show card, illustrating a full dozen residences in colors. This will be of considerable service to house owners who are anxious to paint their homes in colors which will be attractive and harmonious.

In displaying paints, it is perhaps difficult to get away from a few orderly piles of paint cans. These can be made to produce a neat effect, in a window, but, while they attract much attention, they are not exactly convincing. The paint window, to sell the maximum amount of goods, should show how to use the paints, and the results of using them. It must be admitted that this will be a rather difficult problem, but it will be solved, in time, by ingenious window dressers.



Paint Window of W. H. Thorne & Co., St. John, N.B.

A FLAXSEED CAMPAIGN BEGINS IN CANADA.

An extensive campaign is to be waged in this country to extend the growing of flaxseed. It is reported that E. H. Smith, of Duluth and Z. E. Martin, president of the Martin-Senour Co., paid a visit to Winnipeg recently in this connection. They secured assurances of co-operation from four agricultural schools in Western Canada. Help was also promised by Canadian banks to finance the purchases of first-class flaxseed by farmers for seeding purposes.

Speaking of the big campaign that is being inaugurated on both sides of the line, the Paint, Oil and Drug Review says :

"About 600,000 bushels of flaxseed will be sent to the Northwestern states of the United States and the Western provinces of Canada by the leading linseed oil manufacturers. Mr. Smith is directing the campaign to find out how much seed is needed by farmers and where it would be shipped. Farmers and elevator men both in the United States and Canada having knowledge of seeding requirements and knowing whether good seed is needed in their immediate localities, are requested by linseed crushers to write to Mr. Smith, who is flaxseed manager for the American Linseed company in Duluth.

"A development which will help farmers to procure seed is the decision of the leading oil manufacturers to extend financial assistance, if needed, to banks which give credit to farmers who may need credit in order to buy first-class flaxseed. The oil manufacturers feel that the bankers know the farmers personally and can attend to their needs more satisfactorily than several corporations with officers 1,000 miles distant."

The situation undoubtedly calls for concerted action, as the supply of linseed has shown signs of falling behind the demand.

DEATH OF FORMER CITY TRAVELER.

The death occurred on Monday of this week of C. T. Chipchase, who had been for many years connected with Caverhill, Learmont & Co., of Montreal. For years he was a city traveler in Montreal, and had many friends among the local retail trade. In latter years he had filled an important position in charge of one of the departments. The funeral took place on Wednesday afternoon.

It is all right to keep busy but it is all wrong to keep so busy that you have no time for courtesy and cheerfulness. It is a large part of a man's business to be agreeable to others.

Start Paint Campaign Early in the Spring

Demand Can be Stirred Up Easily—People Feel an Impulse to Brighten Up Their Homes in Sprintime — Circulars Can be Made Very Effective—Some Pointers on Window Displays.

More paint is sold in the spring than at any other time of the year. This is quite natural. In the springtime, people feel an impulse to brighten up their homes. Kipling in his inimitable jungle books, has called spring tke "time of new songs," it might just as aptly be phrased the season of new colors.. Nature then puts forth her most resplendent colors and, with everything out of doors so bright, the need of paint on woodwork, both inside and out, is accentuated.

If the hardwareman takes advantage of the situation by featuring his paint stock and keeping it continually in the public eye, he will find the demand fully in accord with the efforts put forth.

Early Advertising Advisable.

First and foremost, it is necessary to do a certain amount of advertising. The early advertiser enjoys some of the advantages gained by the early bird ; he attracts the attention of the public first and brings his line of paints into prominence. The advertising campaign should not be started later than the last week in March, unless the weather conditions are such that the idea of outside painting would appear incongruous. During the present season, paint ads were started quite early. Two or three weeks ago it was possible to skim through a bundle of exchange newspapers and find at least one ad., referring to paints, in every one of them. Most of them were educative readers, urging property owners to consider the idea of brightening up their homes and telling of some of the advantages to be gained.

The same line of argument can be well presented in a circular and this plan is often carried out. To issue a neat little folder to prospective customers is not an expensive undertaking ; and yet it is possible to make this form of advertising very effective. There is a great deal to be said on the score of paint. It not only serves to beautify the home but it is the greatest of economic measures. A coat of paint will help to keep the woodwork from rotting and the oftener it is applied, the longer the house will stand without repairs. It has, in addition, healthful advantages. All these points can be explained and demonstrated in the pages of a circular.

It is a wise plan to have the circulars follow in the wake of a newspaper advertising campaign ; they arrive in the home, then, well heralded. If the man of the house has been reading his newspaper regularly—and practically all men do nowadays—he will have seen the ads. for So-and-So's paints. He will probably have been impressed with some point made ; sufficiently impressed, at any rate, to read the ad. over. When the circular arrives, he recognizes the name and is sufficiently interested to read it through. If care has been taken in the get up of the booklet, if the reading matter is pointedly written and the illustrations attractive, that man will become a convert to the doctrine of paint. If he is a property owner, he will get out his pencil and figure on the cost of having his house painted. If he is a tenant, he will decide to call on his landlord and "lodge a kick" for a redecoration of the house.

An effective circular was put out by a Canadian hardware firm, which was designed particularly for the attention of landlords and contained some right-from-the-shoulder arguments. The first point made was as follows :

> It is a penny wise pound foolish policy to let your house deteriorate until it is hard to find tenants for it. People do not care to live in houses which look old and weatherbeaten ; certainly, they are not prepared to pay a good rental for houses which lack attractiveness. By spending a small sum on paint, you can command a higher rental and make money on your investment. False economy in the matter of paint may keep your property unoccupied. A small outlay now will insure steady tenancy in the future.

An argument along that line is pretty sure to strike home. It touches the self interest of the landlord—his most vulnerable point. Furthermore, the argument is quite sound and reasonable. Nothing is so likely to drive prospective tenants away as a weatherbeaten exterior. It not only offends the eye but it suggests draft, dampness and discomforts within.

Other points made were along the line of durability. It was pointed out that paint is a preservative, that it protects the woodwork and checks the advance of that final conqueror of all things, decay. Altogether, this booklet contained a most convincing line of talk. It was mailed to all property owners in the city and proved an important factor in a record sale of paint.

A Follow-up System.

Orders for paint from individual customers only come once in a certain number of years. It is therefore advisable to use a "follow up system." Many owners refuse to paint on the plea that their property does not require it yet. The dealer should keep track of their names and approach them again the next spring. Another year's exposure to the elements will have wrought some damage and it should not be difficult to secure orders in a large number of cases. Each year this process should be repeated and no names should be taken off the list, until an order has been placed. Paint will have to be purchased finally by the most unwilling of property owners, for the ravages of time are not to be gainsaid.

Intermittent work on the part of the paint dealer will not have the desired result. It will either leave the prospect in an undecided state or pave the way for some other dealer to make a sale. Continuous efforts alone will bring the best results.

The Window Display.

One of the most effective measures to be adopted at the present time is the arrangement of paint displays in store windows. A store window is one of the surest mediums of publicity. A certain number of people are bound to pass every day and a very large percentage of all who pass will glance at the window and mentally appraise it. If, in point of interest, it attains a certain rank in their appraisement, they will stop and glance it over.

To be effective in the truest sense of the word, a window display should, in addition to attractiveness and originality, possess a certain amount of selling power.

APPOINTED TORONTO MANAGER.

J. H. Conover has just been appointed manager of the Toronto branch of the Martin-Senour Co., whose warehouse has been located at 215 Victoria St.

Mr. Conover has been connected with the Martin-Senour Co. ever since they started their Canadian factory, and his promotion to the Toronto managership speaks well for the success he has attained.



J. H. CONOVER,
Newly Appointed Manager Toronto Branch, Martin-Senour Co.

Mr. Conover has a wide connection in the Western Ontario trade, having, himself, for many years, been proprietor of a hardware store at Leamington. He is thoroughly posted on the paint business as applied to the hardware trade, and, in his new position, he should repeat the success he gained on the road.

SEPARATING PAINT BUSINESS.

The incorporation is announced in the Ontario Gazette of the Robertson Paint and Varnish Co.; head office, Toronto ; capital stock, $100,000.

It was learned on enquiry that the Jas. Robertson Co. have separated their paint department from the rest of the business and have incorporated it under this name. The two branches of the business will be operated separately.

As a result of the acquirement of the property on which the present Toronto plant of the Jas. Robertson Co. is situated, for railway purposes, it has been found necessary to secure new locations. The plumbing end of the business will be located at Spadina Ave. and Sullivan Street, where a large building is to be erected. A new paint factory will be built but the site has not yet been decided upon.

M-L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

IMPERIAL VARNISH & COLOR CO., LIMITED

6 MORSE STREET, TORONTO

524 Beatty Street, Vancouver — 106 Princess Street, Winnipeg



Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.

SPRING IS COMING, and so is the demand for

MOORE'S

High-Grade

Wagon and Implement Paint

It is specially prepared for farm wagons, implements of all kinds, and tools, and is remarkable for the beautiful finish it gives without the use of varnish. Made in 5 leading colors and can be easily supplied by anyone.

Here's a line that is very seasonable just now, which leaves you an excellent profit.

SEND YOUR ORDER ALONG PROMPTLY.

Benjamin Moore & Co., Limited

WEST TORONTO

Cleveland — Chicago — New York

PAINT AND OIL MARKETS

MONTREAL.

Montreal, March 31.—There is a steady movement in paints with apparently but little effect from the prices that have been ruling in this market. The demand is covering more lines than ever and it is evident that the spring business has commenced in earnest. There is a good enquiry for marine paints and although it is evident that purchases were held back they are now heavy. Floor paints are also in good demand and altogether a good business is expected.

The market in linseed oil is a little easier, thanks to increased supplies, and the price is down slightly. Turpentine, however, is higher and it is not expected that there will be any relief until the new crop is received about the first of May. In the other lines there is a general good trade passing, all combining a satisfactory condition.

Linseed Oil.—The high prices have receded slightly of late under more liberal supplies. This is a welcome bit of news to the trade who have been waiting for some signs of a break. To manufacturers it is also welcome as in a number of cases they were not looking for linseed oil orders from the trade for the reason that they had no more than was sufficient for their own requirements. The situation is not entirely relieved yet, but the tension has been broken. The prices now quoted are $1.10 to $1.12 a gal. raw and $1.15 boiled.

Turpentine.—It has remained for turpentine to do some real soaring during the past two weeks. The scarcity is reported rather extreme and it is reported that the feeling among manufacturers is leaning toward suspending operations in which turpentine forms a large element until the new crop arrives in May. The intelligence to the effect that the supplies in the south are short are apparently well founded, and there is not much likelihood that there will be any relief until the new crop arrives. The price is reported this week to be at from $1.37 to $1.40 per gal. Even at the new price the offerings are light. Those who through business foresight or just plain chance bought up turpentine stocks can already show a good margin of profit if they were to let go with quotations at their present level.

Prepared Paints.—The demand for prepared paints is good in spite of market conditions. Marine paints are moving freely now. Work in this spring department has been held back possibly on account of the weather but also no doubt in the hope that prices would break. Now orders are coming in very freely. Floor paints are also moving well. Apparently the retail trade are making up by salesmanship the opposition that higher prices may present.

Paris Green.—There is a steady demand for this article the trade apparently desiring to get their orders in early. Prices are unchanged as follows: In barrels, about 600 lbs.. 17c per lb.; arsenic kegs, 250 lbs., 17½c.; 50 lb. and 100 lb. drums, 18½c.; 25 lb. and 100 lb. drums, 18¾c.; 1 lb. packets, 100 lbs. in case, 20¼c. per lbs.; 1 lb. packets. 50 lbs. in case, 20¾c per lb.; ½ lb. packets, 100 lbs. in case, 22½c per lb.; 1 lb. tins, 100 lbs. in case, 21½c per lb.

Arsenate of Lead.—There is an improved demand for lead arsenate, the poison that is more or less of a rival of Paris green. It is finding new customers and the trade is growing in extent. Prices are: In bbls., about 800 lbs., 9c.; in half bbls. about 400 lbs., 9½c; in 25 lb., wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lbs. bottles 13c; in one lb. bottles, 14c.

White Lead.—Business has been heavy in white lead and also white zinc lately. Quotations are as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—While there is no particular change in this market the outlook is bright and orders are coming in encouragingly. Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, March 30.—The turpentine situation is still marked by a steady advance and to-day the price quoted is $1.40 per gallon in 1 barrel lots. This advance does not correspond to the increase at Savannah, but local jobbers do not feel justified in putting the price up any higher at this juncture.

There is not as good a demand for paints and oils at the present time as had been hoped for. The unfavorable condition of the weather has had much to do with this and the uncertainty of the situation as regards turpentine has affected the trade in that commodity very seriously. In fact, there is practically nothing being sold in turpentine just at the present. The price of linseed oil has weakened and the demand is better than it has been for some time.

Local jobbing houses are very busy preparing and sending out April 1 shipments. The volume of these orders, the great bulk of which were placed some time ago, is quite satisfactory.

Linseed Oil.—There has been a tendency in linseed oil prices to weaken for some time back. This culminated in a material cut to-day of 5 cents. Where $1.20 for raw and $1.23 for boiled were the ruling quotations before, $1.15 and $1.18 respectively are now asked. The probabilities point to more favorable conditions on the oil market. It is supposed that seed from South America will make it possible to produce cheaper oil in May. At the present time, however, the market is pretty bare of oil and crop possibilities are being anxiously discussed.

Turpentine.—The price here has remained at $1.40 per gallon, which point it reached on Friday last. Some houses quote $1.42, but this is above the general quotation. It is claimed that the price asked is not as high as might be fixed, insomuch as it costs a fraction over $1.33 to lay it down in Toronto. So little is being sold, however, that it really does not matter just what the price happens to be.

The situation at Savannah is, if anything, worse than at last writing. The supply there is wellnigh exhausted. It is said that there are only about 900 barrels in stock at the present time, whereas last year at this time there were over 9,000. To further complicate the matter, the weather probabilities seem to indicate that the new turpentine will be later reaching the market than usual. On top of that there is at this time a demand for prompt delivery and as a result the receipts of turpentine each day are less than the amount shipped out. In view of these facts, correspondents at Savannah are freely predicting further advances. Some think the price there will advance from five to eight cents shortly. It is doubtful if the local price would respond fully to any further advances.

Wood Turpentine.—There is some demand now shown for wood turpentine, chiefly as a result of the high climbing proclivities of the spirits. The price quoted locally is $1.

Rosin.—The price of rosin sympathetically advances with that of turpentine. Rosins are now about double the price they were a year ago and indications are that further advances will take place during the next few weeks.

White Lead.—There is a very satisfactory demand for white lead and indications point to an early development along this line, commencing early in the month. The price remains the same and the rumors of advances, once so rife, seem to have died down.

Putty.—There is a fairly seasonable amount of trading being carried on. Prices are stationary. Standard putty is quoted at: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Varnishes and Japans.—There is a steady tone to the market for varnishes and Japans of all kinds. The cold weather has checked the trade to some extent but it is nevertheless coming along quite well. Although there is still some "advance" talk heard, matters in that connection seem to have quieted down.

Petroleum.—Prices are given this week as follows:—Canadian prime water white 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

KEEPING A WANT BOOK.

Methods of hardware shelving and boxing vary with almost every hardware man, but there is one point that should be carefully watched. There is a tendency to allow the boxes or drawers on the shelves to run low, and the first knowledge of the true state of affairs is when it looms up empty some day when a good customer wants a particular hinge or lock. It is therefore important that some one should have the duty of looking after this matter to prevent disappointing customers. One hardwareman, discussing this subject, stated that he has a want book, and makes it the duty of every clerk to see that whenever any article is getting low in stock that it be immediately entered in this book.

A paint and oil salesman of Toronto, Donald K. McDonald, was reported to have committed suicide at Niagara Falls. He turned up in a few days, however.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC
100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be "away up" in price.

It would be if we were not corroders of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on B-H **"English" Paint,** because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70% pure white lead—30% pure white zinc—100% pure paint.



B-H **"English" Paint** is a good seller—big sales and good profits. High quality means pleased customers—and pleased customers more money in the cash drawer.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1911 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 28	4 43
1 "	4 70	6 35
1¼ "	6 41	8 66
1½ "	7 70	10 40
2 "	10 26	13 86
2½ "	16 39	22 14
3 "	21 52	29 07
3½ "	27 08	36 58
4 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 50	16 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $44 50 44 45

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 8" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26. $9.50; No 27, $10; No. 28, $11; No. 29, $ 1; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

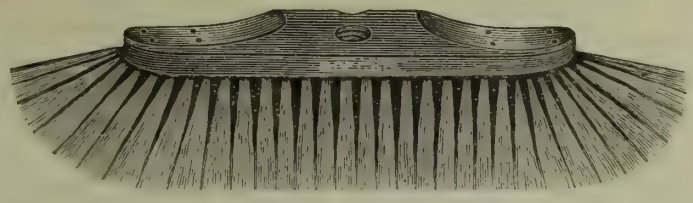
In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

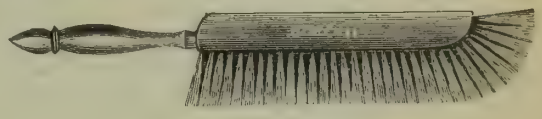
PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 80
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60





Make a Good House-cleaning Display of



BOECKH'S BRUSHES and BROOMS

during the month of April (usually the first two weeks in the month are the most opportune—but of course depending largely on weather conditions) and increased sales are certain to result.

Do not fail to include all kinds of brushes in the "labor lightener" class.

WE WILL SUPPLY FREE TO THOSE REQUIRING SAME:

Window Display Cards : : Electros for Advertising Purposes : : Circulars for Distribution to Consumers

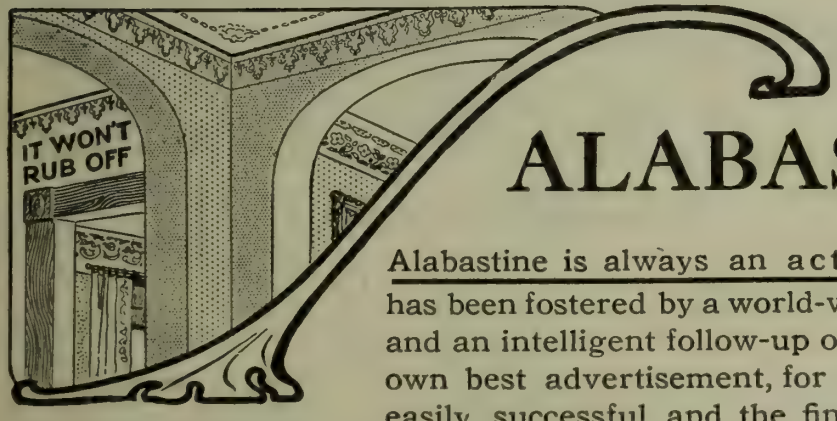
Drop us a Card if in need of any of the above.

THE BOECKH BROS. COMPANY, LTD.,

Head Office
80 York Street.

TORONTO, CANADA.

Factories
158 to 168 Adelaide Street West.



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs, "	5 25
No. 1, casks, per 100 lbs.	4 25
No. 1, kegs, per 100 lbs.	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12½
U.S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline, single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 40
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Bensine black japan	0 75
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

; oronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	5 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2 " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	8 00
Perfect	8 00	11 00
New Milo, flexible		8 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 85
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	25 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5 50	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 30
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
" "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 35
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	13 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	1 25

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2299, $19.58; No. 2275, $21.85; No. 1192, $19.58.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅛ x 5 per gross	2 35
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

"NEEDS NO PAINTING"

AMATITE means more to the man who needs a roofing than just merely something to put on the top of a building.

It means a thoroughly satisfactory and reliable roof covering, without future *expense for painting*—because the *real mineral surface* makes painting unnecessary.

Frequently the cost of painting a roofing amounts to almost enough to buy a new Amatite Roof.

Amatite can be laid right over shingles, tin or other ready roofings. The directions hold good for laying Amatite anywhere and over anything, and are as simple as A B C.

For further information, booklet, samples, etc., address nearest office.

Everjet Elastic Paint A very tough, durable paint at a low price. One color only—a lustrous black Use it for machinery, heating apparatus, smokestacks, roofs, fences, water tanks, etc.

Creonoid Lice Destroyer and Cow Spray Cows give more milk if sprayed with Creonoid to keep away the flies which make them restless. The poultry output will be increased if the henhouse is made obnoxious to insect pests by disinfection with Creonoid.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

You Can Make Money by Saving Money for Your Customers.

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.

Our reputation is behind all these BRANDS.

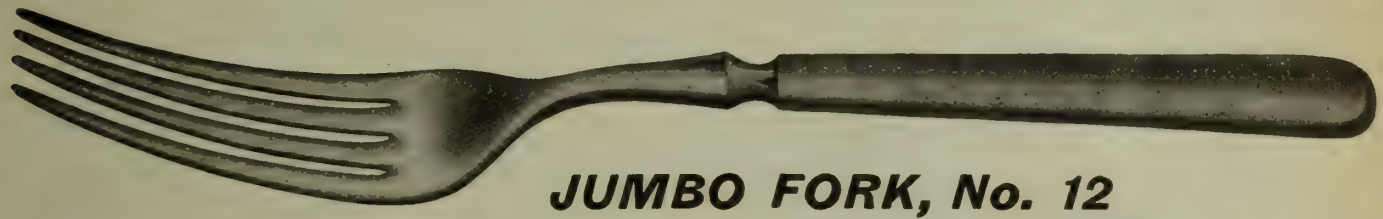
BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces



JUMBO FORK, No. 12

You need have no hesitation in selling our high grade silver plate, it never falls to satisfy. Cut illustrates our "Jumbo" Fork made in two sizes. The "JUMBO" Fork, put up with our 12 dwt. knives in a lined case, makes a very acceptable gift. Seize this opportunity to increase your trade, and send along a trial order to the wholesale house with whom you deal.

Our catalogue will interest you. Send for a copy.

The McGlashan, Clarke, Co., Ltd., Niagara Falls, Can.

AGENTS: J. MACKAY RcOSE, 88 MGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world. Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 50
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stov and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast...per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $3.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada Iver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		15 00
Gillette Safety, each		3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet...per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNATH.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 13	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 12
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, sas skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Ricycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70
" " " 34 in		1 00
" " " 36 in		1 25
" " neckyokes, 36 in		1 05
" " doubletrees, 40 in		0 95
" " lumbermens, 44 in		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Canada Metal Co., Toronto
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Magnolia Metal Co., Montreal.

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Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
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Star Expansion Bolt Co., New York

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Dominion Cartridge Co., Montreal.
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Cummer-Dowswell Ltd., Hamilton, Ont.

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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The Galt Art Metal Co., Galt, Ont.

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Star Expansion Bolt Co., New York

Drills—High Speed
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Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

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Winnipeg Paint & Glass Co. Winnipeg

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Grove Chemical Co., Appley Bridge Eng.

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Still, J. H., Mfg. Co., St. Thomas

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Gibb, Alexander, Montreal.
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Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton Ont
Steel Products Co. of Canada, Limited, Hamilton

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co. Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd, Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windso Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

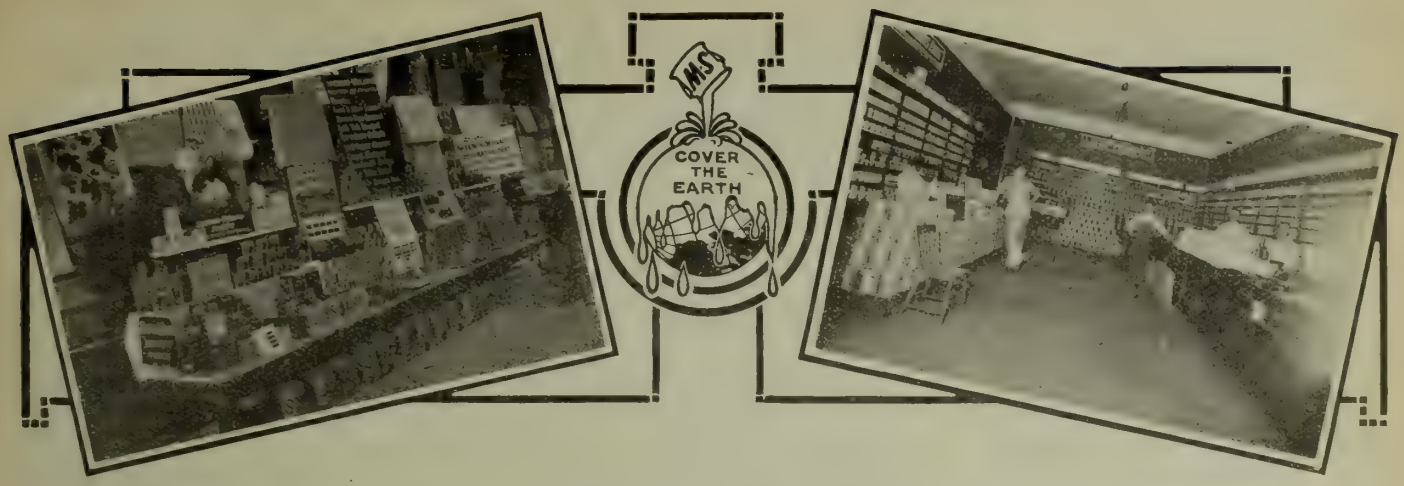
Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.



Does Your Store Look Like a Successful Paint Agency?

Your success and profits in paint and varnish selling are just what you make them. We know of small stores in unpromising looking localities that are making a lot of money from their paint and varnish departments, and we know of others much more favorably situated who are failing to make good.

It's altogether a matter of how intelligently you make use of modern selling methods.

In selecting the make of paint and varnish for your stock, just remember that reputation has built more successes than low prices. Consider the Sherwin-Williams reputation and then consider that they are the largest paint and varnish makers in the world. That means wide reputation for uniform good quality, and successful selling methods—a strong, trade-building combination for the Agent.

A keen, live merchant who appreciates the value of good advertising and the trade-building force of well-known merchandise, cannot fail to be impressed with the possibilities of the Sherwin-Williams Agency. It means the opportunity you are looking for.

We consider good store advertising one of the first essentials of successful paint and varnish selling. It's your obligation to your business to see that your customers are favorably impressed.

We have always studied selling problems from the dealers' standpoint. In forty years' experience with thousands of merchants, working under widely varying conditions, we have devoted special care to the preparation of store advertising which would compel favorable attention and impress customers that the Sherwin-Williams Agency was the proper place to buy reliable paints and varnishes.

The few photos shown herewith represent very fairly the success with which this co-operation has been carried out. They show very clearly what can be accomplished by live S-W Agents who make the most of our help and suggestions in handling and displaying their paint and varnish departments.

These stores are all making fine profits from their Sherwin-Williams Agency. You can do the same if you will enlist our co-operation, provided your territory is still available.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer

Rates—2c. per word first insertion; 1c. per word subsequent insertion; 5c. additional each insertion when Box number is required

ARTICLES FOR SALE

FOR SALE—Three counter Show Cases; also a few tinsmith's tools in good repair. Apply W. W. CHOWN CO., Limited, Belleville. (14)

FOR SALE—12 sections of Warren Shelving, 2 Meyers Ladders, 6 Bowser Oil Pumps and Tanks, 1 four-drawer National Cash Register. All nearly new. For prices and descriptions write BROWN & MITCHELL, Brandon, Man. (13)

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

BUSINESS CHANCES

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—General hardware business in the County of Ontario. Stock and fixtures about $4,000. Will sell at rate on the dollar. Box 1095, HARDWARE AND METAL, Toronto. (14)

FOR SALE—General hardware business, located in one of the best farming districts of Ontario. Stock about $4,500. For cash deal 75c. on dollar. Going West, reason for selling. Box 2005, HARDWARE AND METAL, Toronto. (17)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

FOR SALE—Hardware and tinsmithing business in one of the best places for business in Northern Manitoba. Stock about $5,500. Fixtures $945. Buildings $2,500. Turnover $15,000 to $18,000. Reason for selling, other interests. Answer to Box 2004, HARDWARE AND METAL, Toronto. (14)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE—Hardware, stove and tinware business, in one of the best towns in Ontario. Good farming community, established over 40 years. Owner wishing to retire. Tinshop and plumbing in connection. Stock, fixtures and tools about $15,000. Will sell at rate on the dollar. Box 2001, HARDWARE AND METAL, Toronto. (15)

FOR SALE - Hardware business in one of the best towns in the West. Stock about $12,000; brick building 27x90 on the principal corner; price $9,000, or could be rented. Tinshop in connection. Town has population of 2,000 and the turnover from the store runs from $35,000 to $40,000. Terms to purchaser, one quarter cash, balance arranged at 7% interest. WOOD, VALLANCE, Limited, Winnipeg. (13)

LUMBERING TOOL BUSINESS FOR SALE.—Established by W. Wallace in 1860. It is in first class condition and is flourishing. Present owners wish to retire. Excellent opportunity for man with limited capital. Apply WILLIAM WALLACE, Three Rivers, P.Q. (24)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MAKE MONEY AND SAVE MONEY with the Multigraph. It does multiple typewriting and real printing 1,200 to 5,000 sheets an hour; gets new business with form letters or printed advertising; saves 25 per cent. to 75 per cent. of printer's charges on stationery and forms. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

HARDWAREMAN, four years' experience, seeks situation, view of advancement. Good references. Box 1096, HARDWARE AND METAL, Toronto. (11)

HARDWARE SALESMAN; 14 years' experience, all branches. A1 salesman, stock-keeper and window dresser. J. E. WILSON, 882 Somerset Street, Ottawa. (13)

WANTED—Situation in Western Canada by an experienced hardware salesman, good window dresser and with knowledge of plumbing and tinsmithing. Apply Box 1098, HARDWARE AND METAL, Toronto. (13)

SITUATIONS VACANT

BOOK-KEEPER WANTED for hardware business. Apply BROWN & MITCHELL, Brandon, Man. (13)

SALESMAN WANTED for Western Ontario. Write Percival Plow & Stove Co., Ltd., Merrickville. (14)

WANTED—An experienced hardware salesman. Must be a good stock keeper and window dresser. Apply, with references, stating age, experience and salary expected, S. L. ADOLPH, Listowel, Ont. (14)

WANTED AT ONCE—Two thoroughly experienced travellers calling on the hardware and implement trade for Eastern and Western Ontario. Only those capable of producing results answer, stating age, experience and salary expected, and when can arrange for personal interview. Box 2000, HARDWARE AND METAL, Toronto. (13)

PATTERN DRAWING

SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15 00 each. Address, THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (13tf)

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

Get the Good Paint that Gets the Good Profit

Go in for **profit**, Mr. Dealer, just as hard as you please — profit is necessary — but be sure you do not sacrifice **quality** for the sake of a little extra gain, or you may ruin your reputation. Keep your reputation above reproach by selling a **good paint** and you will get the good profit that good paint always brings.

MARTIN-SENOUR PAINT

100 PER CENT PURE

is the good paint that will get the good profit for you, and your reputation and your business will grow better with every can that you sell.

Moral:—Get the Sales Agency — then give the Good Paint a Good Push and Get the Good Profit. Martin-Senour Paint will be a big winner for you.

Write today — say you want the agency — and we will tell you how to get it and help you to get the Good Profit.

THE MARTIN-SENOUR CO., Limited

PIONEERS PURE PAINT

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Good Paint



Good Profit

All Architects Know

DOUGALL VARNISHES

Specifications call for DOUGALL Varnishes because in the matter of quality their equal does not exist. They cost a little more than ordinary varnishes, it is true, but your customers appreciate quality and when they discover the spreading power and lasting qualities of DOUGALL Varnishes they will insist on that brand. Then you get the benefit of repeat orders.

Found Your Business on Satisfaction

WRITE FOR OUR BOOKLET "QUALITY AND ECONOMY IN VARNISH AND VARNISHING"

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, Montreal

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Business common-sense

Mr. Dealer—It's just plain business sense to sell the brand that means most profit and reputation to you.

Reputation means increased business.

That's one strong reason why you should handle Minerva Products.

MINERVA Paints and Varnishes

are made from the purest and best materials obtainable and backed by 76 years of paint experience.

The largest railroads and steamship Companies and the largest decorators are constant users of Minerva Products.

Make Minerva Paints YOUR leader—every sale means a satisfied customer.

The Minerva proposition is attractive.

Write to-day for information and dealer's price list.

PINCHIN, JOHNSON & CO.
(Canada) LIMITED
Established in England in 1834.
377-387 Carlaw Ave. - Toronto, Ont.
C79



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International" Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot. It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**
A 24



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

NO ONE CAN AFFORD TO BE LONG WITHOUT **"FLUXITE"**

Plumbers, Gasfitters and other Metal Workers know it as the paste flux that

Simplifies Soldering and Supersedes Lead-Burning

It solders even dirty metals without cleaning or corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool-kit of every motor car, workshop and home. It's easy to use and easy to sell.

YOU WANT SOME

Remember FLUXITE IN YOUR INDENTS. It's packed in large and small tins and made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.

WESTERN ASSURANCE COMPANY Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
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W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

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A.D. 1833

FIRE & MARINE

Head Office, Toronto

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The above statement indicates what a representative of the MacLean Publications earned in three days, from March 7th to March 10th.

He hustled, indeed he did! But it was worth his while.

We want men of this calibre to act as circulation representatives, to take the exclusive charge of all our business in their respective localities.

We want men and boys who are live, hustlers, straightforward, and of good character.

If you have the ability to deliver the goods, to get results, to make good on a proposition like this, write us at once.

The MacLean Publishing Co., Ltd.
143-149 University Avenue, Toronto.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Ino., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapoo"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearoy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

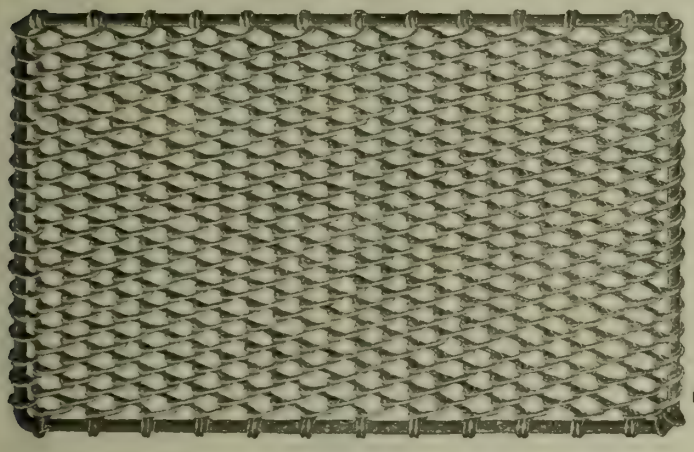
The Galt Art Metal Co., Limied, Galt, Ont.

Slushy Spring Weather

MEANS A GREAT BIG DEMAND FOR

GREENING'S WIRE DOOR MATS

That is, when they are properly **pushed**. Try a window display. Send a bright clerk out to canvass the town, and watch your sales mount up. The demand is **big,** but inclined to to be **dormant**. The hustling businessman infuses ginger into the **dormant door mat** demand by a little extra **pushfulness**. Cut in this ad. illustrates our Simplex Wire Door Mat, a mat that will give a lifetime of good service. Costs less than half the price of a corrugated rubber mat and will give four times the service. This is your strong argument. A better line is our Patent Improved Reversible Steel Wire Door Mat.



For other styles see your **Greening Catalogue,** page 125.

WRITE FOR TRADE PRICES

The B. Greening Wire Co., Ltd.

HAMILTON MONTREAL

Hardware and Cutlery Buyer

Position as

Assistant Buyer

for hardware and cutlery wanted by man who has had 13 years' experience with wholesale firms in Germany, France, Holland and Belgium and is familiar with hardware manufacturers in these countries. Can speak English and German.

Would start at reasonable salary.

For fuller information apply Box, 1097

Hardware and Metal

TORONTO

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building

MONTREAL

Look for the Name

MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.
FITCHBURG, - MASS.
Branches throughout the United States and Canada.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable HELPERS,
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Insures
Genuineness
Originality
Perfection
Satisfaction

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT
115-121 SUMACH STREET - - - TORONTO, CANADA

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

WELLAND CANAL

Tenders for Supplies for the year 1911-1912.

Sealed Tenders for Supplies addressed to the undersigned, will be received until 16 o'clock on Thursday, the 6th of April, 1911, for the supply and delivery of various articles of Timber, Hardware, Castings, Oils, &c., for use on the Welland Canal and its branches for the year 1911-1912.

Specifications, forms of tender and other information may be obtained from the Purchasing Agent of the Department of Railways and Canals, Ottawa, on and after this date.

The lowest or any tender not necessarily accepted.

By Order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 23rd, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.



Ford Auger BITS

Bore 40 p.c. Easier

than any other make and do smoother, cleaner work as well.

It makes no difference what kind of wood you work on, hard or soft, wet or dry, the Ford bores easily, with absolute accuracy and will not clog.

Ford Bits draw in on the hardest knots without any pressure, and will never turn off or follow the grain.

The Ford bores with less pressure.

and nearly twice as fast

as the average bit, and whether you push in or pull back, they bore the same number of turns to the inch.

Every Ford Bit is made of a special steel and tempered by a patented process, which makes all tools uniform. Each Bit is forged under heavy trip hammer blows, thus insuring a greater fineness and durability than in any other Bit.

The Ford is imitated, but not equalled—insist on the FORD (superior in every way).

Write for Catalog E, showing all our tools.

FORD AUGER BIT CO.
Holyoke, - - Mass.
(Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines)

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper.

SURE

IT PAYS YOU BECAUSE OUR STOCK OF

GLASS

IS LARGE AND WE GIVE YOU

Quick Shipments

Try Our 3rds Quality of 16 and 21 oz. Window Glass.

The Consolidated Plate Glass Co.

TORONTO

Winnipeg Montreal

Why the demand for the

BISSELL SWEEPER

has increased tremendously since the introduction of other cleaning devices.

1910 the Largest Year's Business in Our History.

The merit of Bissell's "Cyco" BALL BEARING sweeper has been vastly better understood since the introduction of other cleaning devices, as the people now better appreciate the value they get for their money, when they buy a Bissell Sweeper. No cleaning device, no matter how powerful the suction, can gather up miscellaneous litter that the Bissell sweeper picks up with ease and dispatch.

The Bissell weighs but 5½ pounds, hence a child can transfer it from room to room. Contrast this with the labor of changing from room to room, and up and down stairs, a cleaning apparatus that weighs from 25 to 65 pounds.

The public now understand that no matter what other cleaning device may be installed, the use of the Bissell sweeper cannot be dispensed with, as it is the daily, if not hourly, necessity in every home.

Cleans quickly and thoroughly without noise, dust or effort.

Bissell Carpet Sweeper Co.

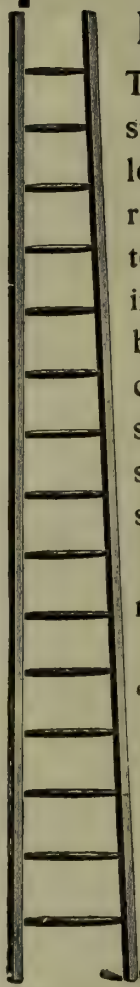
Grand Rapids, Mich.

Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World

BRANCHES:—New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.; Niagara Falls, Canada, (Factory); London, England; Paris, France.

Always Handy Always in Demand!

You'll find, Mr. Hardwareman, that a very good line to keep a full range of is OUR line of



Single Long Ladders

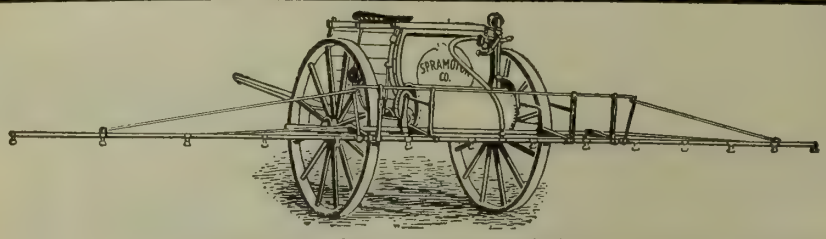
They are made from strictly clear short-leaf yellow pine with rock elm rounds, toughened by steaming. The risers are bored at an angle to conform with the spread of the ladder so there is no undue strain.

A good all-the-year round seller.

Send for catalogue "B" and prices.

The Stratford Mfg. Co., Ltd.
STRATFORD

We make all kinds of Ladders



In 30 minutes with the Spramotor shown, you can protect your potato, or row crop, on two acres, 100-gal. tank does it. The horse does all the work. 12 non-clogging nozzles, with 125 lbs. pressure.

Has Automatic Regulator, Nozzle Protector, Pressure Relief, Agitator, 12-gal. Air Pressure Tank, Draining, Air and Controlling Cock. Full control from driver's seat. Fitted for Orchard, Vineyard and Grain Crops, One or two horses, or by hand.

Write for Particulars and Prices--Free. Gold Medal at National Horticultural Congress

AGENTS WANTED

R. D. HEARD, 1383 King Street, LONDON, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA

TORONTO

Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.

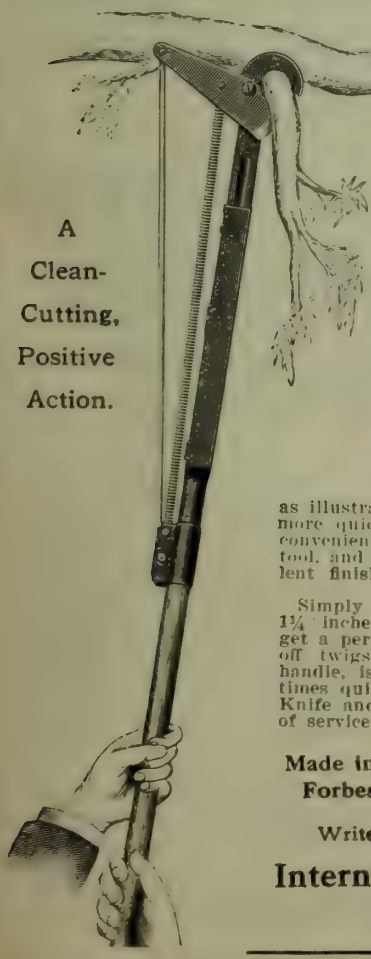


THE ENTERPRISE MFG. CO.
AKRON, OHIO. U. S. A
EXCLUSIVELY MANUFACTURERS

Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.



A Clean-Cutting, Positive Action.

Every Fruit Grower a Customer

You need have no hesitation whatever in recommending the

"Kansas" Pruning Knife

(Improved)

as illustrated in the cut. It works far more quickly, more cleanly, and more conveniently than any other pruning tool, and will be found to be of excellent finish and exceptional durability.

Simply place hook over limb up to 1¼ inches, pull the handle, and you get a perfectly clean cut; for snipping off twigs, the string, instead of the handle, is pulled. Will do five or six times quicker work than the next best Knife and will give double the length of service.

Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

Write for Circular and Prices,

International Tool Co.
Detroit, Mich.

MALTHITE
ASPHALT ROOFING

IS THE LINE YOU SHOULD STOCK AND RECOMMEND BECAUSE OF ITS PERFECT SATURATION.

Any asphalt roofing is only just as good as its saturation, and "Malthite" Roofing is saturated solely with "Gilsonite" Natural Asphalt—the kind that is weather-proof, water-proof, vermin-proof, frost-proof.

But because there is no oil to evaporate in "Malthite" Roofing, it retains its weather-resisting properties indefinitely.

This is the line for you to feature right now. Our prices are specially low for prompt delivery.

WRITE FOR DETAILS TO-DAY

The Dominion Roofing Co.
of Canada, Limited,
31-33 Front St. East,
TORONTO, CANADA.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

The clippers you will eventually recommend to ***all*** your customers are

Burman's British Clippers

They are the best—best for any of the manifold uses to which ***clippers*** are put

Horse Clippers, Barbers' Clippers, Power Horse Clippers and Sheep Shearing Machinery



Specialization is the ***keynote*** of successful manufacture.

We make ***Burman's*** Clippers and nothing else.

In our Power-Clippers our specialty is the ***Burman*** patent Clipping head. This is ours and ours ***only.***

Cuts over three teeth, central adjustment, spring pressure bar, anti-frictional device, perfect cutting balance, carefully hardened and interchangeable wearing parts.

Clippers and all parts supplied promptly from stock at Montreal.

All Clippers guaranteed by Burman's years of reputation and standing. We have a very attractive catalogue. To-day is the day to write.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada.

"BANNER" COLD BLAST LANTERNS

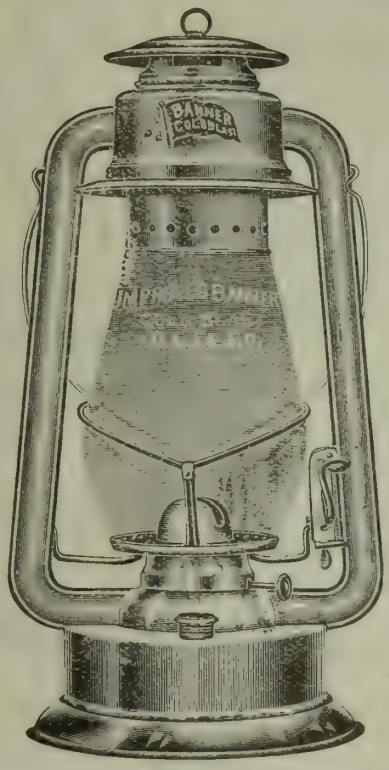
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

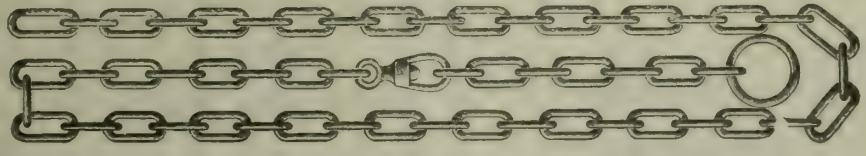
For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON, ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

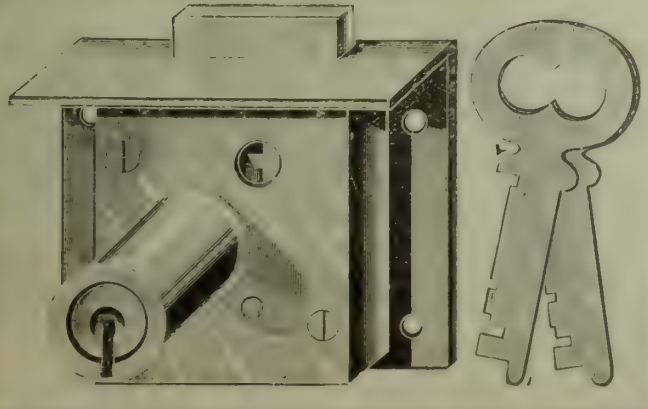
Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.



LOCKS

We carry a full line of **BRASS, DRAWER, CUPBOARD** and **TILL LOCKS** in various grades at right prices.

ASK FOR SPECIAL CATALOG

SCHUCHARDT & SCHÜTTE

307 CORISTINE BLDG., - MONTREAL

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

GOOD PROFITS IN GOODHUE'S

LEATHER BELTING

Why let local belting trade go direct to manufacturers? A small assortment of GOODHUE'S high-grade leather belting in stock sizes, aggressively pushed will win the trade for you.

WRITE FOR OUR PRICE LIST.

J. L. Goodhue & Co., LIMITED

BISSETT & LOUCKS, P.O. BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

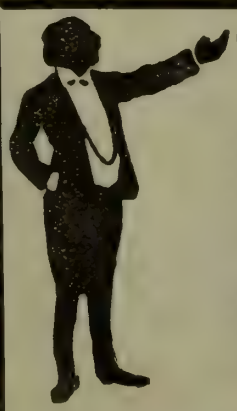
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

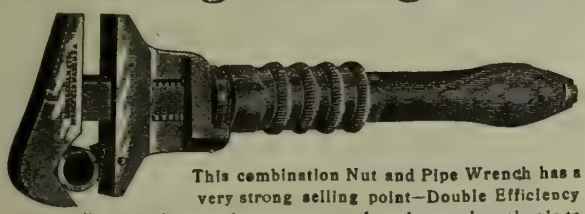
We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point

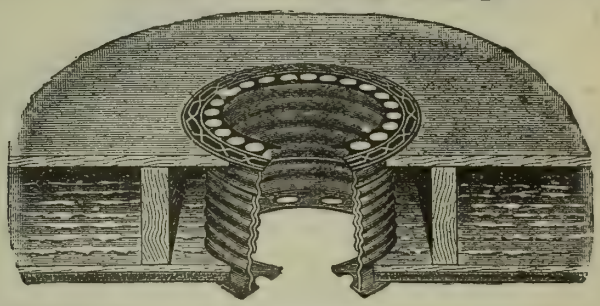


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery
Get our quotations before buying
IT WILL PAY YOU
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
PATRONIZE THE INDEPENDENTS

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without hrving time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

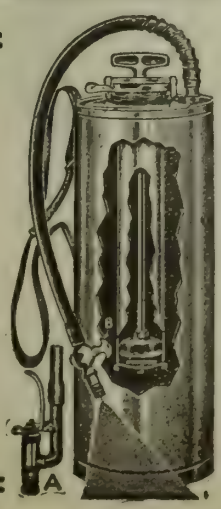
Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE
Montreal Canadian Representatives

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET

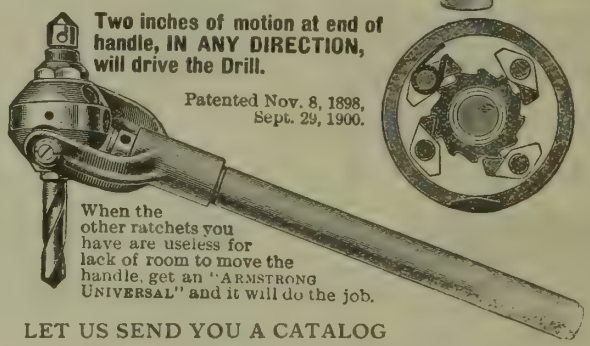


OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?



Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

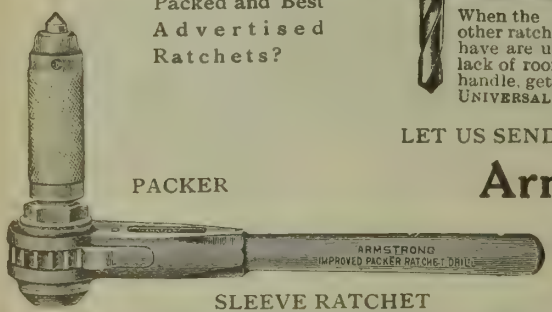
"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.



BOILER RATCHET

LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.



We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Brockville, Ont., Jan. 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal

Dear Sirs:
Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

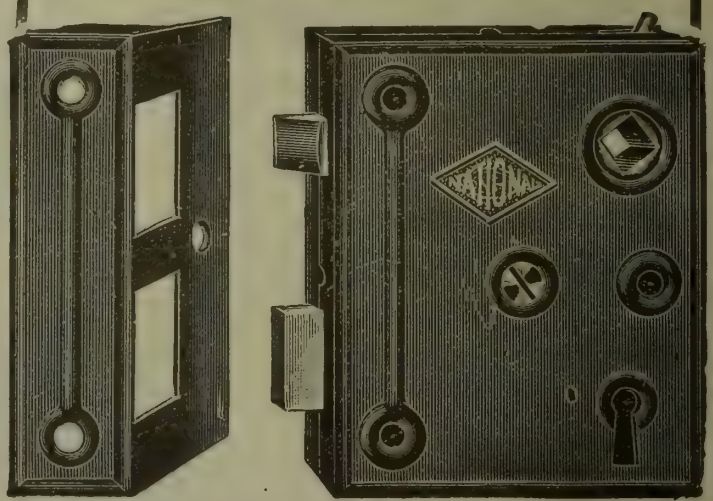
Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builder's Hardware Trade than the

National Steel Rim Lock

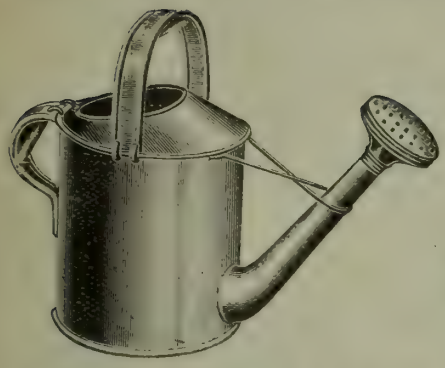


The Locking mechanism, entirely pivoted on a central pin, is very simple and cannot get out of order

Ask Your Jobber for this Brand

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

SPRINKLERS



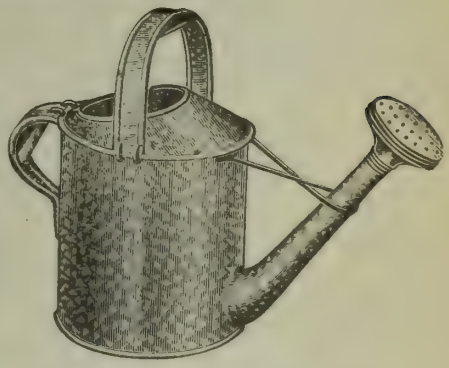
1911 PATTERN

Detachable Zinc Rose, Threaded Connection, Cannot Drop Off.

Plain Tin, Japanned and Galvanized.

Quarts,	1	2	3	6	10	14	16
Diameter, Inches	4½	5¾	6¼	7	8½	8¾	9¼
Plain Tin, Per Doz.	$2.96	$3.76	$4.34	$5.62	$7.04	$8.04	$10.30
Japanned, "	3.52	4 24	4.94	6 20	7.80	8.90	11 14
Galvanized "				8.80	9.90	12.10	15.40

DISCOUNT 50%



E. T. WRIGHT & CO., - Hamilton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B. C.

Toronto agent—F. B Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

The "BAYARD" Baby Automatic Pistol, Calibre .32 (7.65 m/m)

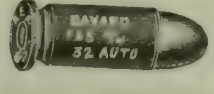
The Little Giant---A Midget High Power Automatic

The .32 cal. (7 65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL. OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.





"BAYARD" AMMUNITION

The .32 cal (7.65 mm "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

Green Bone Cutters

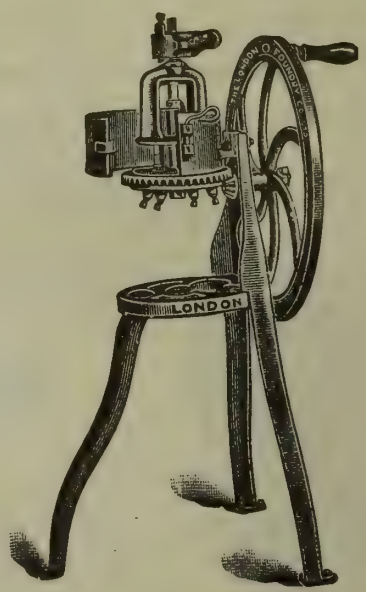
Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand
to
Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

"The Cup That Cheers, but not Inebriates"
in perfection for all who use our

Mission Style Tea Kettles and Stands.



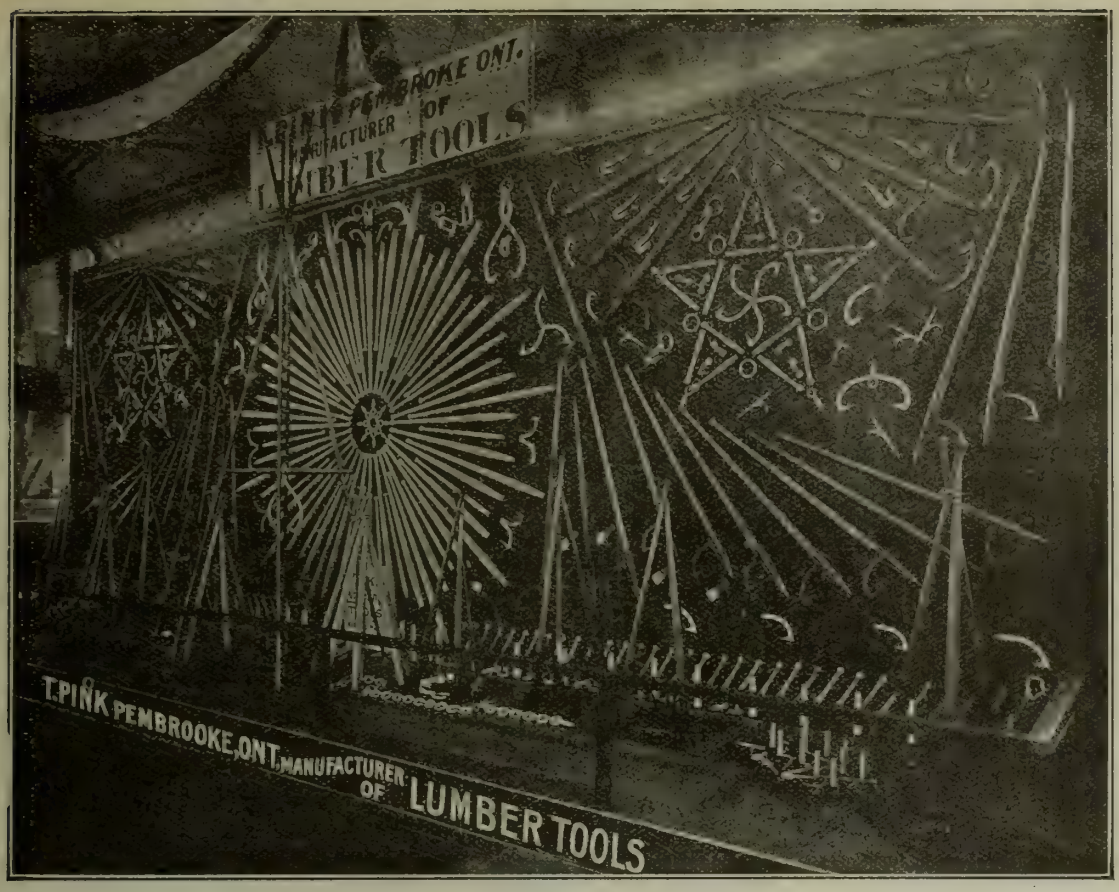
A handsome appearance, combined with undoubted utility, makes these kettles the very thing for a gift at any season.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable. Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE W & B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

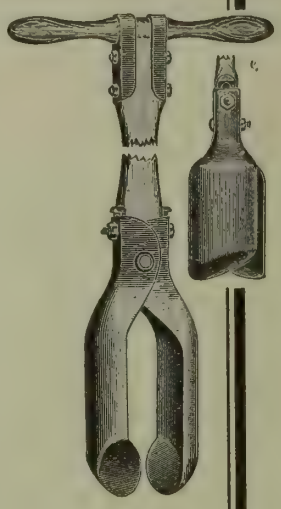
We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.
Limited
OWEN SOUND, - - - - ONTARIO



COPYRIGHTED ... BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We have recently added to the many Scrapers that we manufacture
TWO NEW DESIGNS

No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2½ inches in width. This is a splendid tool for very fine work. List price, **$1.50** each.

No. 82—Specially designed for scraping hardwood floors. It is adjustable and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price **$1.05** each.

Look for the name STANLEY on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

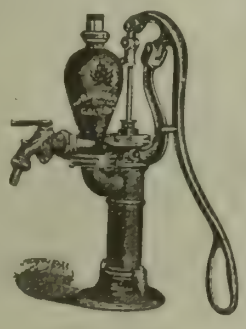
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.

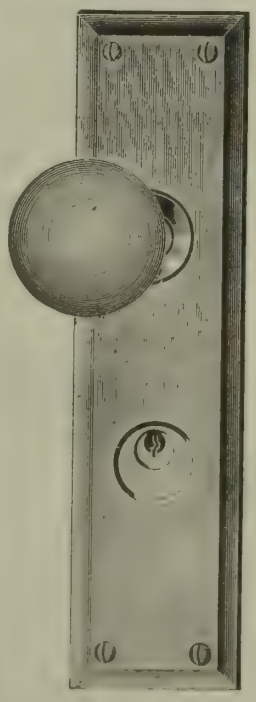


Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write.

THE R. McDOUGALL CO., Limited
GALT, CANADA

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

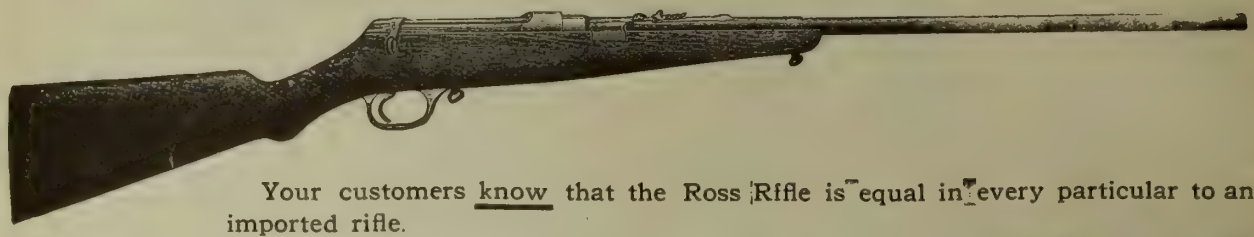
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO

Ross Rifles Pay No Duty!



Your customers know that the Ross Rifle is equal in every particular to any imported rifle.

You know and they know that you can save them money by selling them a Ross Rifle.

Then, in justice to your customers, whose good-will you want as well as their trade, give them an opportunity of judging the Ross Rifle.

If you have a possible customer and no stock, write at once. You can always get a supply in a few days.



$25.00 and upwards.

WRITE FOR FULL PARTICULARS AND ILLUSTRATED CATALOGUE.

Ross Rifle Co., - - - - - - - - Quebec

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

Safeguard Your Interests

by handling only goods of Standard make. There is no article you sell in which quality is more absolutely essential than

AXE HANDLES

You can protect yourself, and rest assured that you will be giving satisfaction if you handle our handles exclusively.

Send for Quotations

J.H.Still Mfg. Co., Ltd.
ST. THOMAS, ONT.

SAFE BIND — SAFE FIND



YOUR customers will feel a sense of security unknown before when they use the Peterborough Lock. You will find an assured profit that is more than satisfactory.

Our selection of front, inside and store door sets fills every requirement of the builders' hardware trade.

Get prices to-day. We make just those lines you can most profitably handle.

The Peterborough Lock Manufacturing Company, Ltd.
Peterborough, Ontario

The Peterborough Lock

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Galvanized Steel Sheets

"APOLLO"

BRAND

Immediate shipments from stock in Montreal.

All usual sizes and gauges on hand.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. T. MACFARLANE - - - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 8, 1911 NO. 14

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

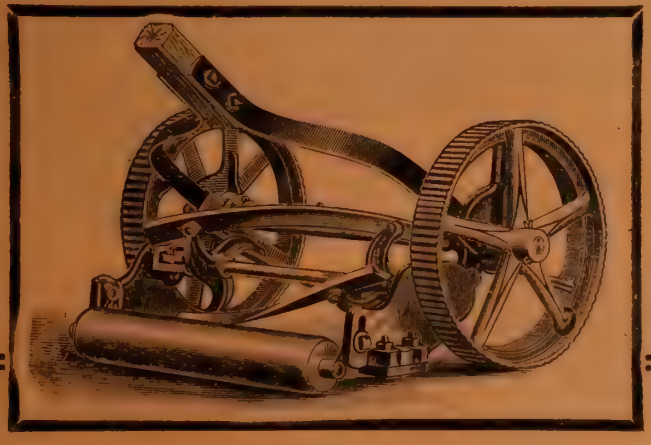
For Sale by all the Leading Wholesale Houses

Do You Get
"Queen's Head"
Galvanized Iron
CANADA
Or one of the so-called "Just as Good" brands?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The "Star" Lawn Mower



Just meets the demand for a moderately-priced mower, suitable for small lawns. It has cast-steel knives, oil-tempered, and is very light and easy-running. Has three-knife cylinder, 9-inch driving wheels, and wood rollers of hard maple. A line you can honestly recommend to the great majority of your customers—it never fails to please.

YOUR PROFIT MARGIN IS A GOOD ONE

SOLD BY ALL JOBBERS

GET DETAILS OF OUR MANY HARDWARE SPECIALTIES

The TAYLOR-FORBES CO., Limited
HEAD OFFICE AND WORKS—GUELPH, ONT.

Taylor-Forbes Co., Ltd.—246 Craig St. W., Montreal. H. G. Rogers—53½ Dock St., St. John, N.B. W. A. MacLennan—Vancouver, B.C.
J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg, Man. Canadian United Mfrs. Agency—London, Eng.

Index to Advertisers and Buyers' Guide Pages 58-60. Want ads page 62.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2¼ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

We are Spending Thousands of Dollars to Advertise



Carborundum

Niagara Scythe Stones

The demand this spring is going to be bigger than ever. Have you stocked up?

Remember, the only way you can get the advantages of the big demnad Carborundum Advertising is Creating is by handling and pushing Carborundum Sharpening Stones. : : : :

The Carborundum Company, Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅜ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Also ask for new illustrated price list No. 4 - A.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

The S. M. P. RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.



INSIDE HOOP PATTERN

Roll-Rim and Inside Hoop Patterns with Drop or Stationary Malleable Iron Side Handles.

Prices on Application



ROLL-RIM PATTERN

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

Gallons 4 6 8 10

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

BLACK DIAMOND

Black Diamond

BLACK DIAMOND

Staple Pulling
Staple Driving

FENCE PLIERS

Are

Staple Sellers

All through the Fence Building and Fence Repairing Season.

Their Utility and Durability are well known and fully recognized.

Their Great Range of Usefulness has given them the reputation of being the

Handiest Tool About the Farm



COMBINES 10 TOOLS IN ONE

- 2 Staple Pullers
- 2 Hammers
- 1 Wire Stretcher
- 1 Wire Splicer
- 2 Wire Cutters
- 1 Plier
- 1 Wrench

IT WILL

Pull Staples Straight, Stretch Wire
Drive Staples Straight, - Cut Wire
Straighten Wire, - Splice Wire
Turn Nuts and Hold Pipe

A WELL BALANCED HAMMER

Draws top, center or bottom Staples.

Pulls Nails or broken Staples.

Use on any Fence.

Highly Polished Head, Oil Finished Handles. Forged from Toughest Crucible Steel: Hardened Head; Tempered Cutters and Pullers. Large Steel Rivet Joint. It will not work loose

A patent stop prevents Plier opening beyond a Free Passage of the Wire Cutter Slots, enabling the user to work the plier with one hand.

Nicely wrapped in paper carton. Six in a box.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

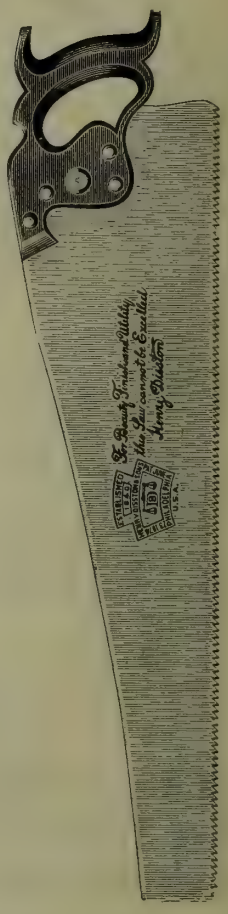
What Attracts Trade ?

High Quality Goods With a Reputation!

They Sell Readily



They Make Good





The Hardware Merchant

who wishes the Business of the Carpenter and Mechanic must carry High Quality Tools.

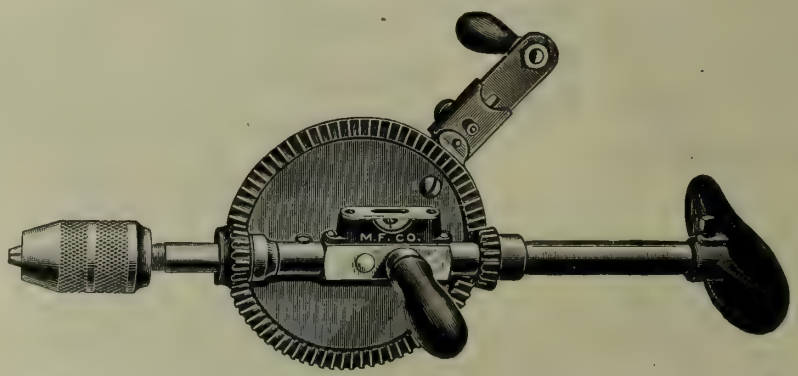
Our Stock

Consists of the Well-Known Brands

Stanley North Bros. Disston

Peck, Stow & Wilcox Millers Falls Co.

AND MANY OTHERS.



Mail Orders Receive Prompt Attention.

Our Prices are Right.

Our Shipments are Prompt.

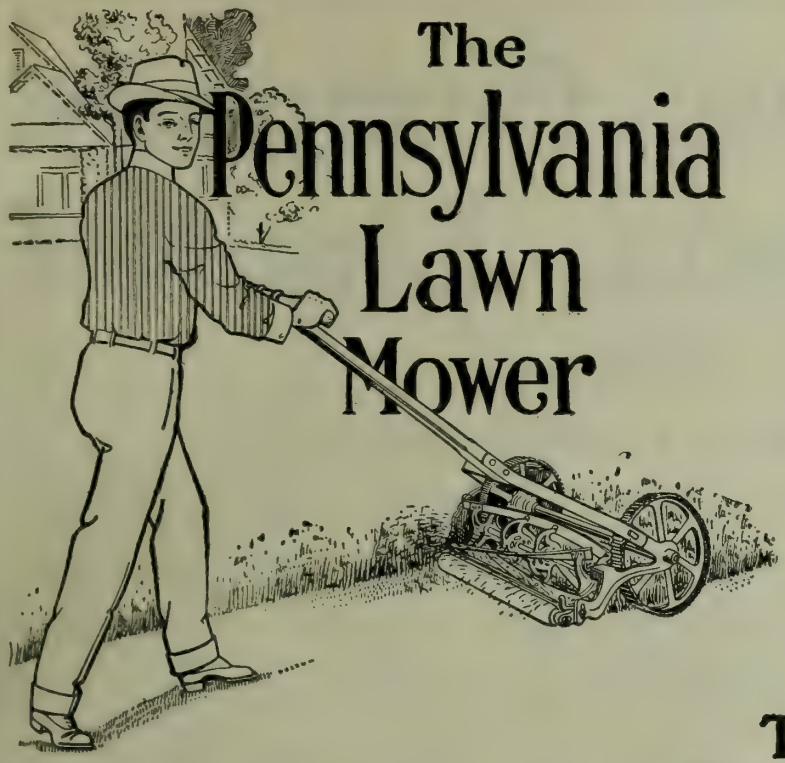
F.&W.

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.



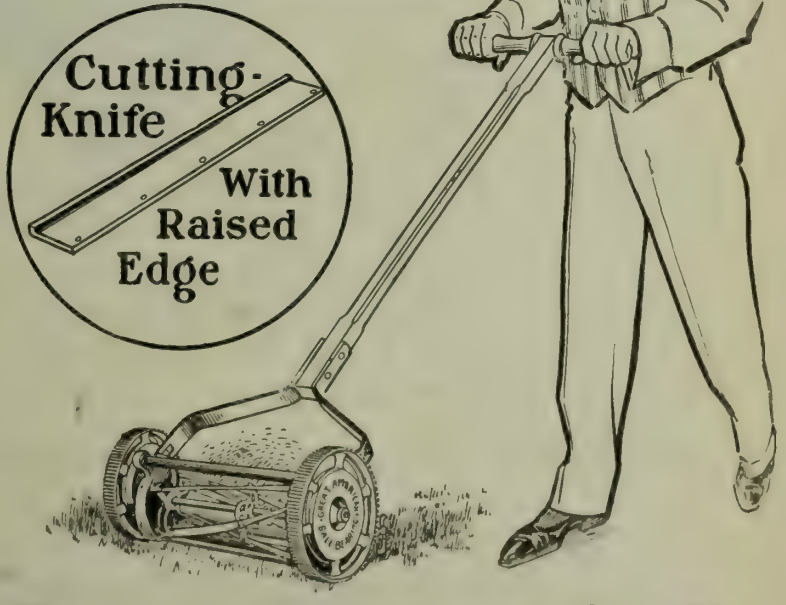
The Pennsylvania Lawn Mower

THE best hand mower made. Will cut the grass wonderfully even. Easy to work. Used by prominent institutions all over this continent. Crucible cast steel self sharpening blades.

SIZES, 15, 17, 19 and 21 inch.

The GREAT AMERICAN

BALL-BEARING LAWN MOWER



OUR Great American lawn mowers are fitted with crucible tool steel knives, hardened and tempered in oil. Positively self sharpening, 10-inch drive wheels, five-knife cylinder, used for years by many of the large institutions in Canada, and in many of the leading parks with every success.

SIZES, 15, 17, 19 and 21 inch.

Wholesale Distributors

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

TIGER



BRAND

Government tests have established Tiger Lead as absolutely pure. Corroded by the dry system and mixed with refined Linseed Oil, it makes a paint that is recommended by the practical painter for its fine spreading and lasting qualities.

Orders now being taken for shipment to May 15th.

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

NOW FOR BASE-BALL



This is the season to push sporting goods and particularly the "Samson" line. We have built up a big trade in

"Samson" Base-balls and Bats

because they are strong, well made and give good service. The customers we had last year are back with repeat orders this Spring.

Samson Official League Ball is guaranteed for 18 innings.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

C S G Co. CRESCENT BRAND

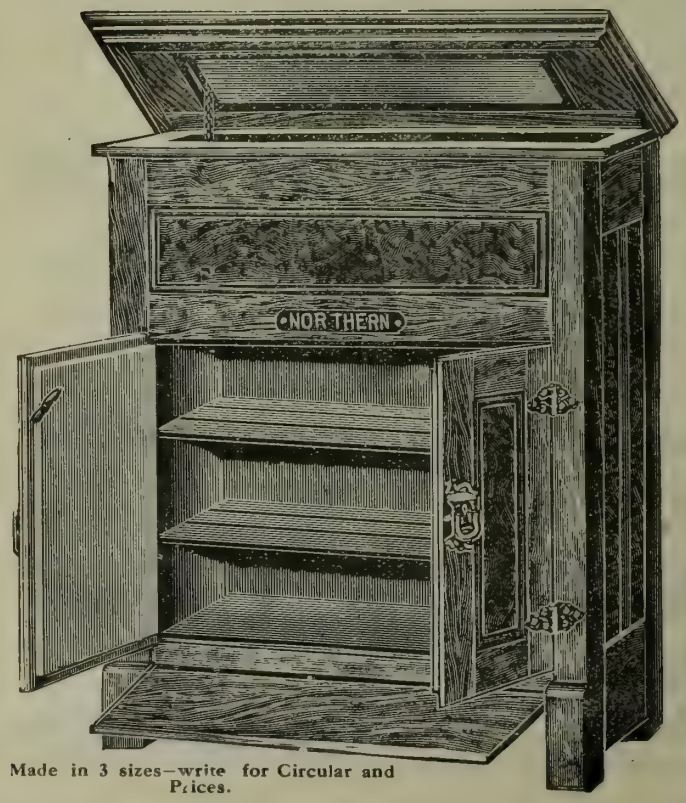
BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

THE NORTHERN REFRIGERATOR



Made in 3 sizes—write for Circular and Prices.

Dry Cold Air Principle

No interior sweating—Keeps food sweet and fresh with the least possible consumption of ice.

Made from well seasoned hardwood in natural antique finish.

New style spring base — Patent drip valve—Improved galvanized rim shelves —Raised panels — Fancy brass locks and hinges.

Order early to Insure Prompt Delivery

The Thos. Davidson Mfg. Co. Limited

Montreal - - - Winnipeg

Fenwick, W. Va., June 23, 1910.

Henry Disston & Sons,
Philadelphia, Pa.

Dear Sirs,—Enclosed you will find cheque for the Crosscut Saws. Will mail you photo of cutting crew, and I will say the DISSTON CROSSCUT saw is the Best Hardwood and Hemlock Saw I have ever used, and I have cut timber all my life.

Your truly,
C. MARKLY.



In the foreground will be noticed two logs, one of which is of the knurly or spiral-grain species, while the other is exceedingly knotty, showing two classes of timber which test the metal, temper and workmanship of saws more severely than any other known class, and as Disston saws are successfully cutting this kind of timber, it is self-evident that they are of the highest quality in every respect, as confirmed by Mr. Markly's letter.

For Results Use Disston Saws.

HENRY DISSTON & SONS, Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.

CANADIAN WORKS: FRASER AVE., TORONTO, CANADA



The "Model" Refrigerator
Is the Refrigerator to Purchase

It is the Refrigerator that appeals to the housewife, it is built after her dictates, represents her ideal of what is best in refrigerators and is purchased by her.

It is modern in construction, has the correct air circulation, and compares favorably with the more expensive lines. There is business in this Model for you, if you will go after it. Why not get your share?

SPRINKLERS

Galvanized Japanned Plain



Now is the season to look after your sprinkler stock and now is the season that we can give you best shipping service. These are supplied with Clearable Zinc Roses.

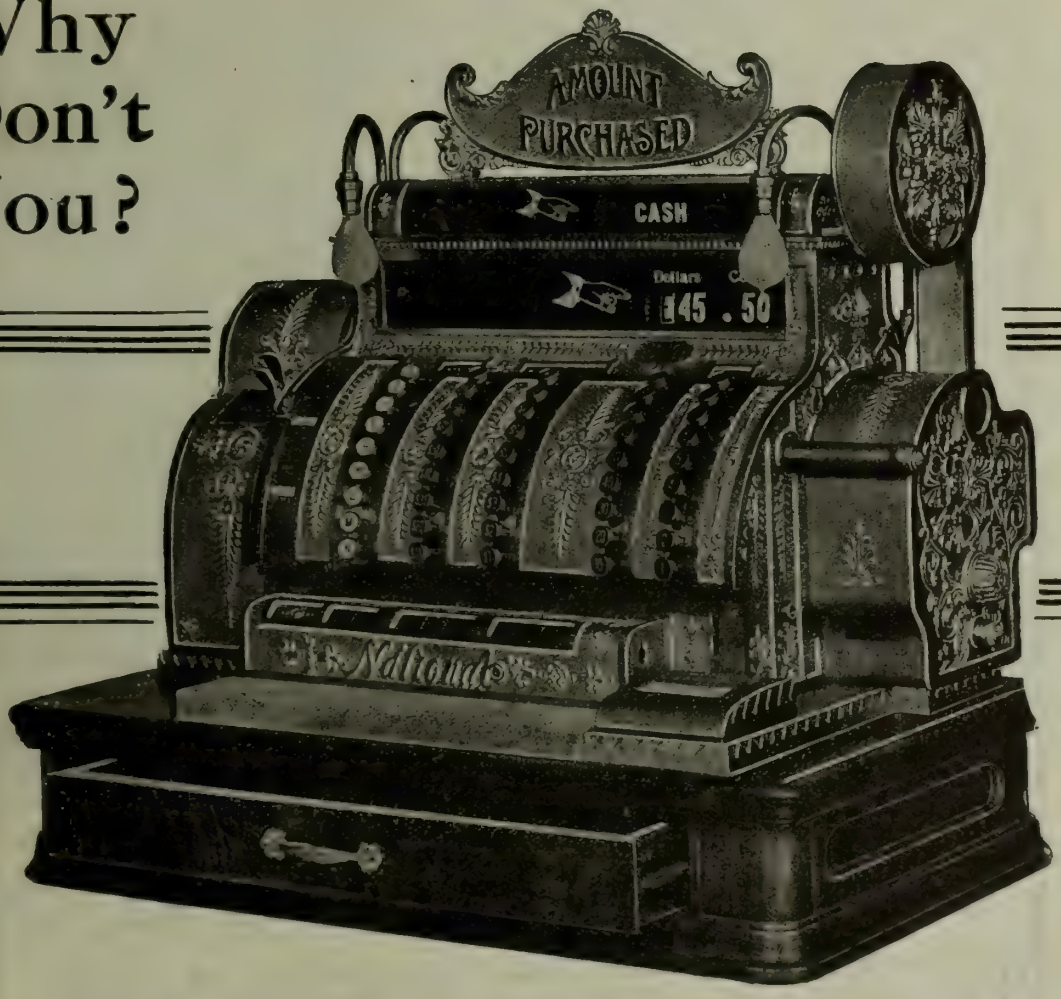
Quarts	1	3	6	10	14	16	20
Diameter, Inches	4½	6¼	7¼	8½	9½	10½	12
Plain, Per Dozen	2 70	3.95	5.10	6.40	7.30	9.00	11.00
Japanned, Per Dozen	3.20	4.50	5.65	7.10	8.10		
Galvanized, "			8.00	9.00	11.00	14.00	16.00

McCLARY'S

LONDON TORONTO MONTREAL VANCOUVER
WINNIPEG ST. JOHN HAMILTON
CALGARY SASKATOON

Successful Merchants Put a Receipt in Every Parcel

Why Don't You?



National Cash Registers afford the quickest and safest known method of recording every sale and of automatically issuing a printed receipt. Each receipt is consecutively numbered and dated, shows the amount of the transaction and clerk's initials. Duplicate record is kept inside the machine where only the proprietor can get at it. You need this protection. Why keep on "trying to get along without it"? Write for booklets and price list.

NATIONAL CASH REGISTER CO.

F. E. MUTTON,
Manager for Canada

285 Yonge St., Toronto



VICTOR TRAPS

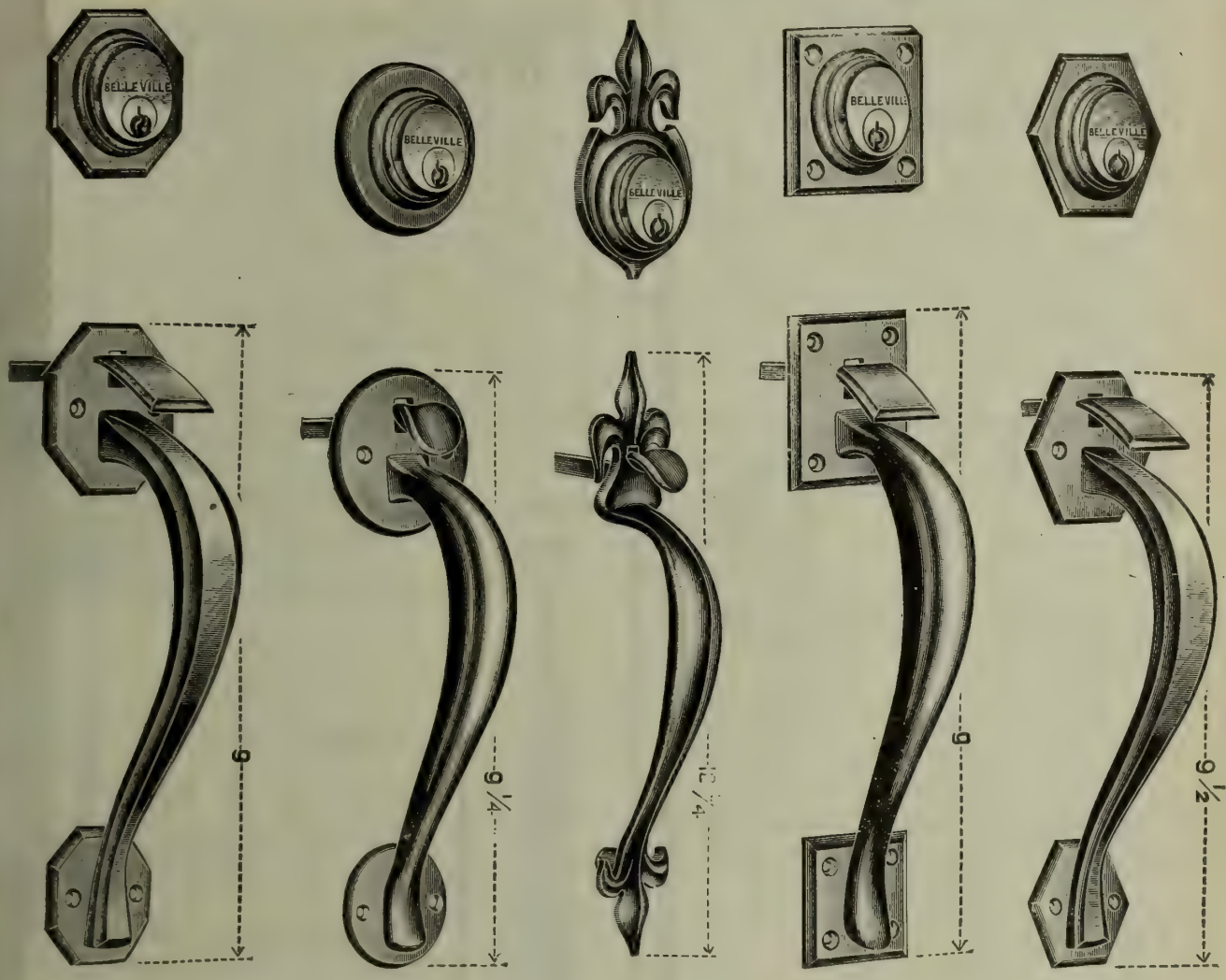
BEWARE of unknown traps. An unreliable trap jeopardizes your trade, for a trap is valueless if not a perfect machine. Victor Traps will not lose fur—they are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper.

See the V

VICTOR ONEIDA COMMUNITY

ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Also makers of Newhouse, Hawley & Norton, and Oneida Jump Traps.



Front Door Sectional Cylinder Sets

CANADA FOR CANADA

Why buy American Goods when you can get just as good in Canada and at lower prices?

Remember, we stand back of our Goods. Any customer receiving any goods from us which are not right, we ask them as a favor to let us know, when we will exchange them for goods that are right.

BEAR THIS IN MIND.

Write for our new Catalogue 1910, No. 3

THE BELLEVILLE HARDWARE AND LOCK MFG. CO., Limited, Belleville, Can.

You Can Make Many A Sale

of Preston Steel Ceilings for repair jobs —as well as for new constructions—if you study up on the advantages these ceilings offer as compared with plaster. Let us send you our literature, telling about and illustrating

PRESTON STEEL CEILINGS

Your profit-margin on these ceilings—as on all our goods—will satisfy you; and you safely put your store's reputation back of them. Talk Preston Steel Ceilings to your trade—the ceiling that is fireproof, dampproof, sanitary and PERMANENT — never needs repairs — and is most economical.

You Get The Good Of Our Advertising

We will refer to you every inquiry coming from your locality, once you connect with us. And inquiries will be plenty, for our advertising campaign for 1911 will be one that will boom these ceilings. Drop us a line for particulars, pattern book showing a few of our 1,100 designs, and trade proposition.

Learn all the details by writing to

The Metal Shingle & Siding Co.
LIMITED
PRESTON, - ONTARIO
Branch Office and Factory at Montreal

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"





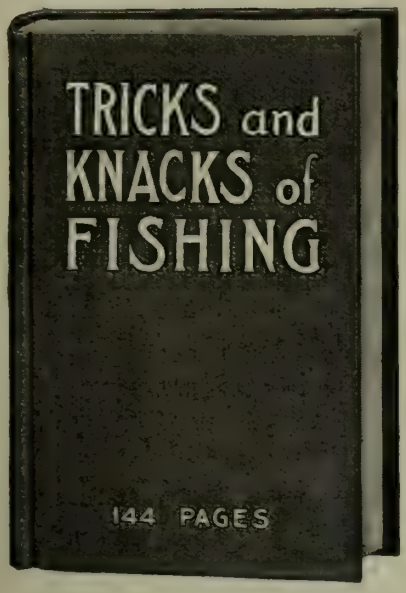
Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber Sells Them.

NICHOLSON FILE CO.
(Dominion Works)
PORT HOPE, - - ONT.

Give These Books to Your Customers



Give these dollar books to your customers who buy **"BRISTOL"** Rods. You are entitled to one book FREE for each **"BRISTOL"** Rod you have in stock, or for each **"BRISTOL"** Rod which you buy. These books will bring many customers to your store both for **"BRISTOL"** Rods and for all kinds of fishing tackle. These books are not given with any other rods made by us. They go with **"BRISTOL"** Rods only. Send the coupon immediately. If you do not handle **"BRISTOL"** Rods send your order to your jobber at once and send this coupon to us, indicating how many **"BRISTOL"** Rods you have ordered.

SEND ME

.....books. This is the number of "BRISTOL" Rods I have in stock.

I do not handle "BRISTOL" Rods and have ordered.....through

.....JOBBER

NAME.....

ADDRESS.....

CITY.....STATE.....

Address Dept. "E."

The Horton Mfg. Co., - Bristol, Conn.

Fill in that part of coupon which fits your case. ☞

THERE'S MONEY IN YOUR CHURN DEPARTMENT

If your Stock bears the name

LEADER

They're NEVER dead Stock.

SATISFIED USERS and EXTENSIVE ADVERTISING have made them famous the Country over.

They're just what their name implies—

Leaders in Perfect Churn Construction

Easy to clean and keep clean.



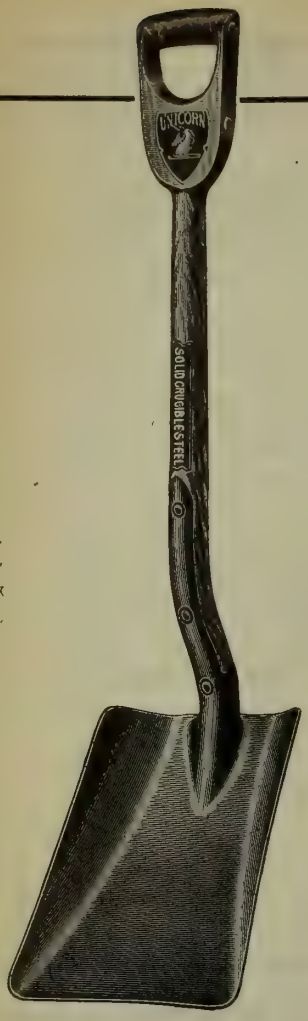
Style F.

Made by

CUMMER-DOWSWELL, Limited ***Hamilton, Ont.***

Eastern Agents:
W. L. HALDIMAND & SON, Montreal, Que.

Western Agent:
H. F. MOULDEN, Winnipeg, Man.



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

Keen Buyers



of Horse Clipping Machines

BUY THE BEST MACHINES. IT'S MERELY A MATTER OF BUSINESS—NOT SENTIMENT

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell ***good*** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is ***not*** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO



Trade Brought To You

Our General advertisements bring trade to the dealer handling our line. Appropriate announcements are shown in over five hundred publications, monthly, weekly and daily, all impressing the reading and buying public with the fact that

"1847 ROGERS BROS."

is the original and standard brand of Silver Plated Ware.

Our general advertising helps us greatly, but it can do so only when it helps the dealers who sell at retail.

Our wares reach the public through the individual dealer, therefore we try to aid him in making his sales of

"1847 ROGERS BROS."
WARE

as large as possible.

We are extensive and persistent general advertisers of Plated Silverware, and the individual dealer gets the benefit of it.

MERIDEN BRITANNIA CO., LIMITED
HAMILTON, ONTARIO

Do The People



Pass Your Store

or do they stop before your window and look in, as they did before the holidays?

Dealers who have displayed one of our pictures of "The 1847 Girl" report that it has arrested the attention of many, and has then led to the inspection of the wares in the window and in the store. "The Girl" is of course particularly effective with a display of

1847 ROGERS BROS. MERIDEN B. CO. COMPANY **X S TRIPLE**

but she attracts so much interest that everything in the window comes in for a share of attention.

TALK QUALITY—The kind of silver that looks well on the show case, but will not stand daily service, is not a good kind to buy, nor a good kind to sell. Silverware must do more than appeal to the eye. "1847 ROGERS BROS. X.S. TRIPLE" has for sixty-one years been known as

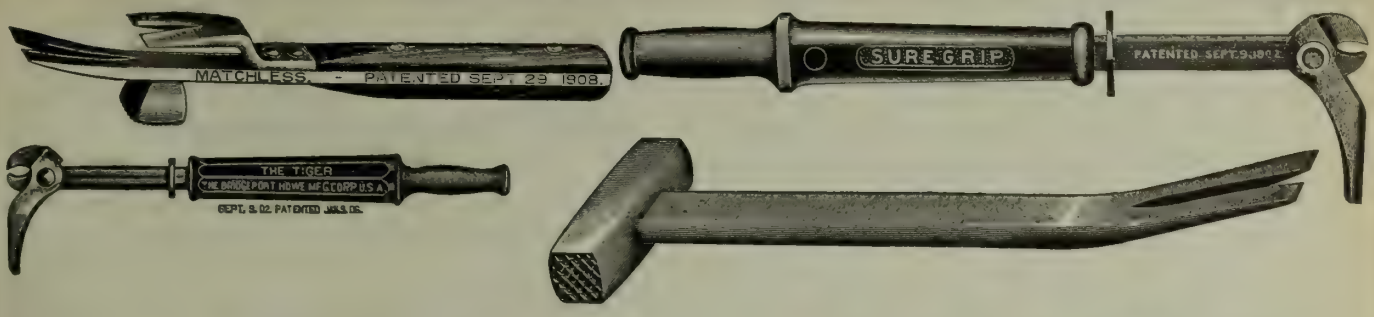
"SILVER PLATE THAT WEARS"

and is the highest grade of silverplate made.

We are extensive and persistent general advertisers, and the individual dealer who handles our ware reaps the benefit of it.

Meriden Britannia Co.

HAMILTON, - - - - - CANADA



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

GET THE GENUINE

"Enox" High Speed Hack Saw Blades

MADE OF BEST SHEFFIELD STEEL



There are no others "Just as Good."

Look for the name "ENOX" stamped on every blade, and satisfy your customers.
It is a guarantee of best quality obtainable.

F. M. FRYE & CO. - 46 Upper Thames Street - LONDON, E.C.



"IT'S *Goodell-Pratt's*"

When you can say that about the tool you are showing you are pretty sure to clinch ths sale.



Mechanics know GOODELL-PRATT TOOLS, they know how well they are made, and how they can always be depended on.

If you carry a good assortment of our line you will find the tool trade steadily drifting to your counters.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GRAY IRON CHAPLETS

All sizes, plain, coppered and tinned.
¼ inch to 2 inches.
Sold by all Foundry Supply Jobbers.

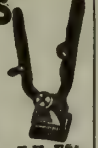
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FILTERS.

GALVO FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"

FILTERS

"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

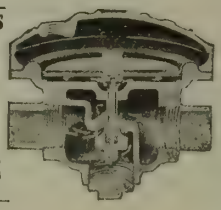
The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen 1749 Park Ave., Montreal, Que
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.
Send for Sample to



JAMES & REID, Sole Mfrs.
Perth - - Ont.

IRON AND STEEL.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

THOS. SONNE, SR.

Manufacturer of
Awnings, Tents, Wagon Covers, Horse Covers, Tarpaulins, Etc.
Enquiries Solicited
193 Commissioner St., Montreal

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable ex editious. A necessary tool for every farmer.

Trewhella Bros.

9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

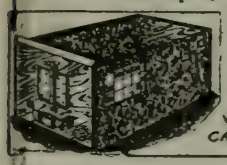
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

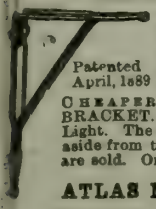
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

Patented April, 1889

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue.

Manufactured by

THE COLLINS MFG. CO. - TORONTO

STEEL STAMPS.

YOU simply cannot afford to buy a dollar's worth of Steel Stamps, Stencils, Brass Signs, Checks, Machine Name Plates, Stamped Metal Goods, Pattern Letters and Figures, Tags, Badges, etc., until you have our prices. We can save you money.

The Mayo-Brown Mfg. Co.

HAMILTON, CAN.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue



Armstrong Bros. Tool Co.
1.6 N Francisco Ave.
CHICAGO, U.S.A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL



Size A., Domestic, retails 60c.
Size C., Hotel, retails 75c.



Made by
TARBOX
Bros.
Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

Look for the Name

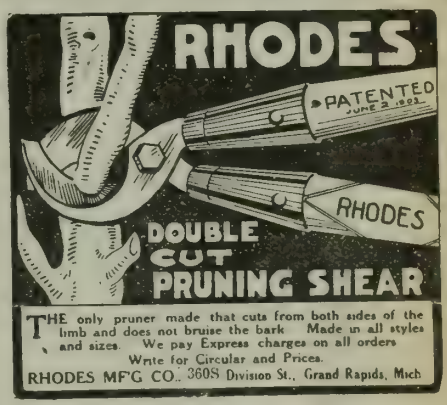
MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for Circular and Prices.

RHODES MFG. CO., 360S Division St., Grand Rapids, Mich.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

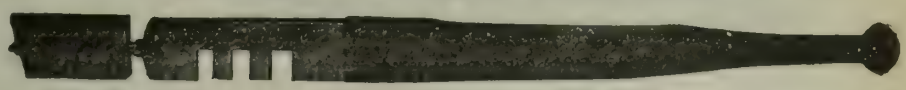
MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

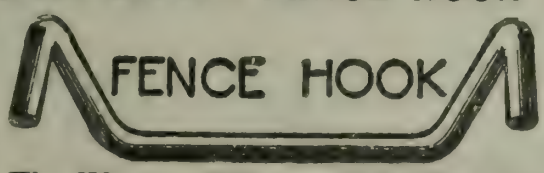
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

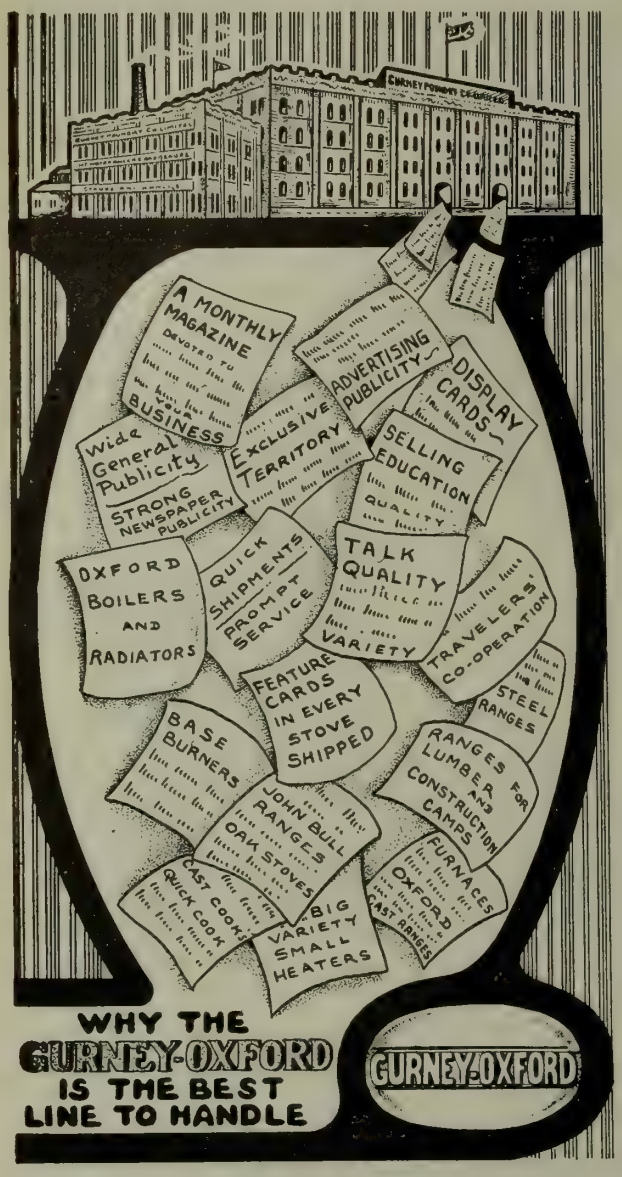
The Western Wire and Nail Co., Limited, London Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Roadway, Near Queen Street - - - TORONTO



¶ The GURNEY-OXFORD dealer, too, can offer his customers the best service. Consider the interchangeability of fire-box repairs for steel ranges. By stocking one complete set of fire-box parts our representative has any necessary repair for the GURNEY - OXFORD Chancellor Range in 14, 16, 18 or 20 inch oven, square, with left hand reservoir or with right hand reservoir; also the Quick Meal in 16, 18 and 20 inch oven, square or extended.

¶ We carry stock at Montreal, Toronto, Hamilton, Winnipeg, Calgary, Edmonton and Vancouver. Drop post-card for details of the GURNEY-OXFORD proposition for 1911.

GURNEY-OXFORD

The Gurney Foundry Co., Limited

Head Office: Toronto

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IT WILL PAY YOU TO PUSH THE SALE OF

Winnipeg Steel Shingles

Economical. Fire and Lightning Proof.
They're Rain and Storm Proof too.

We will Help you make Sales

No Stock to carry. Send us your Order.
We ship promptly.

Most Complete Plant in Canada for the Manufacture of Steel Metal Building Goods.

Write Dept. "S" for Catalogue No. 5 and Price List

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, Canada

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

ECONOMY FURNACE

300 Series



Note Vertical Shaker.

The best arguments in favor of any heating apparatus are:—

A delicate appetite for fuel—its ability to maintain a summery atmosphere regardless of weather conditions—and the long terms of years it will provide this service.

Heating Contractors and thousands of satisfied users testify to the ease with which Pease Furnaces fulfill these conditions.

There are good profits and satisfied customers waiting for the contractor who handles our lines, and what is more, our Heating Engineers are always ready to assist in making sales.

A sample furnace on your floor means more heating contracts.

SEND FOR CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

No Western Dealer can afford to be without it!

The GLEANER

is the style of stove that will be in big demand for the next few months by the Settlers and Homesteaders.

As far as the working qualities are concerned it is guaranteed to cook and bake as well as a stove costing twice the money.

This Stove is built right and the price is right.

They are carefully packed and crated to withstand any kind of abuse in transportation.

Large stock of these Stoves carried at Winnipeg.





The GLEANER is made in two sizes, 14 and 16 inch ovens with four 9-inch pot holes, specially adapted for burning lignite coal or wood, and is fitted with duplex or flat grates as desired.

Crated weight of square stove 170-lbs. With reservoir 190-lbs.

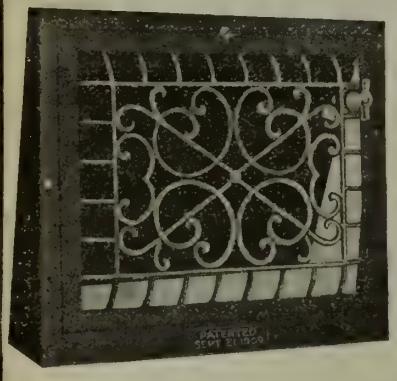
FINDLAY BROS. CO.

LIMITED

Carleton Place, Ont., and Winnipeg

Distributing Agencies:—

D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



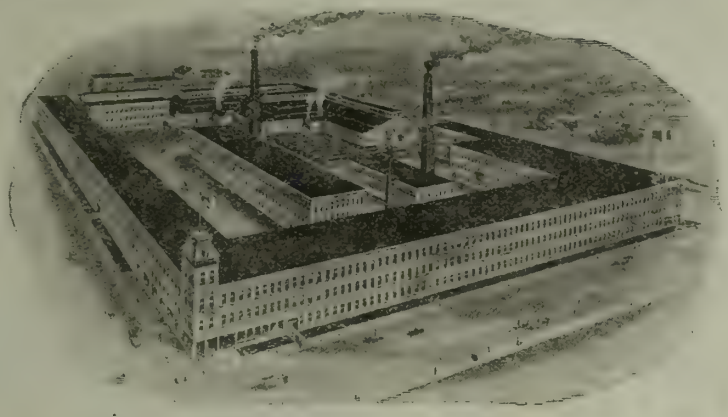
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO and MONTREAL



WHERE "JEWELS" ARE MADE

WINNIPEG and VANCOUVER

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.

Maxwell Wheelbarrows Suit Everybody



From the big contractor, to the man whose garden is his hobby, every man can find exactly the type of wheelbarrow he needs in the Maxwell line. You'll be surprised at the amount of trade you can do in these barrows if you show a good assortment and make a point of drawing to them the attention of the scores of men who ought to have a first-class wheelbarrow, but haven't. Nine styles, all strong, well balanced and durable.

DAVID MAXWELL & SONS

ST. MARY'S - : - ONTARIO

BETTER SEND ALONG THAT ENQUIRY TO-DAY?

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



We Want to Show You

all there is to show about

WONDER-SHINE

We have demonstrated to the majority of the Hardware Dealers of Canada that **WONDER-SHINE** is a money-maker.

Are you from Missouri?

Do you want to be shown?

Mr. Hardware Dealer—here's the reason why there is money in it for you.

We have shown the consumer.

People at first doubted our claims—we offered a rock-bottom guarantee covering all we said about **WONDER-SHINE.**

We have advertised and are advertising from Coast to Coast.

The demand is increasing every day because **WONDER-SHINE** does all we claim for it—**cleans silverware in half the time—cleans it better and has absolutely no injurious effects.** Send us a trial order—keep a display box in your window and one on the counter—give yourself and **WONDER-SHINE** a fair chance.

Case contains three dozen display boxes.

Household Convenience Co.
Limited
TORONTO, CAN.

Agents for Quebec and Maritime Provinces: Smith Hardware Co., 221 Lemoine St., Montreal.
Agents for Manitoba and Saskatchewan: Daw & Wyssman Co., 67 Merchants Bank Bldg., Winnipeg.
Agents for Alberta and British Columbia: Donnelly, Watson & Brown, Limited, Calgary, Alta.

The Goods That Have Made Good
Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

There are Three Factors



No. 400 Victor

IN

Richards-Wilcox Grindstones

which appeal to disrciminating dealers—

Variety of Selection
Excellence of Workmanship
Their Popular Demand

Write for Grindstone Catalogs

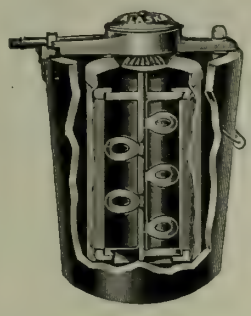
Represented in Canada by
ALEX. THURBER, Montreal
W. H. GLASSCO & CO., Winnipeg

Richards-Wilcox Mfg. Co.

RICHARDS-WILCOX R&W CO. AURORA TRADE MARK

AURORA
ILLINOIS, U.S.A.

That's IT!



The REAL
3-MINUTE

ALASKA
FREEZER

"The Freezer with the Aerating Spoon Dasher."

Special Features

AERATING SPOON DASHER
NOVEL ICE GUARD
DOUBLE WOOD SCRAPERS
EVERY FREEZER GUARANTEED

Other Selling Points

MAKES THE SMOOTHEST CREAM
MOST ECONOMICAL IN ICE AND SALT
QUICKEST FREEZING
SIMPLEST IN CONSTRUCTION

ALASKA FREEZERS
PAY BIG PROFITS
in money and good will.

Write for Prices and Terms.

THE SHEET METAL
PRODUCTS CO.
OF CANADA, LTD.,

Selling Agents for Canada

Montreal
TORONTO
Winnipeg





Copp's Stoves and Ranges

One of our series of Planished Steel Ranges. Four distinct lines, all distinctly western.

Many distinguished features.

Become distinguished by securing agency.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

TORONTO Gendron CANADA

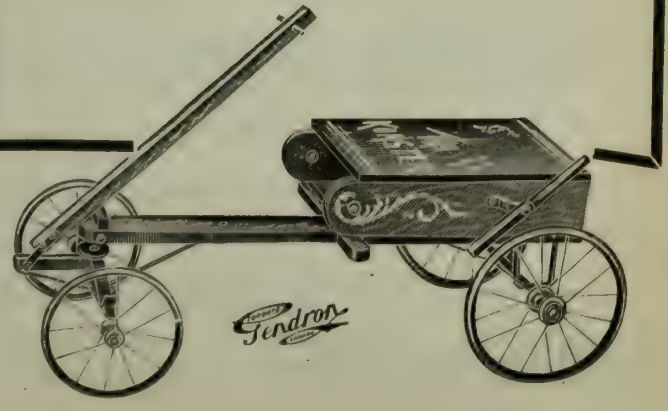
Here's a Good Seller

The "TRI-KOASTER"

A coaster and toy wagon in one. This is one of the nicest-looking and solidly-built combination toy wagons and coasters on the market. Can be used effectively as a delivery wagon. We have a large assortment of these goods---each one full of the real Gendron quality.

Write us for Catalog.

The GENDRON MANUFACTURING CO., Ltd.
TORONTO, CANADA



Modern Lavatories



No. 854—Improved "Victorian" Pedestal Lavatory.

The **"Victorian"** Semi-Porcelain Lavatory here illustrated represents the most up-to-date sanitary fixture of the kind. It's like a piece of table chinaware, made durable, and very strong for bathroom and lavatory requirements.

All corners rounded off and decorative mouldings dispensed with, ensuring highest hygienic qualities and perfection in design.

These Goods are Fully Guaranteed Not to Craze

Made in an assortment of sizes for side wall or corner. If you want the latest thing out, ask for the **"Victorian."**

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

ATKINS

Profitable Saws



No. 190

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.

E. C. ATKINS & CO., Inc.

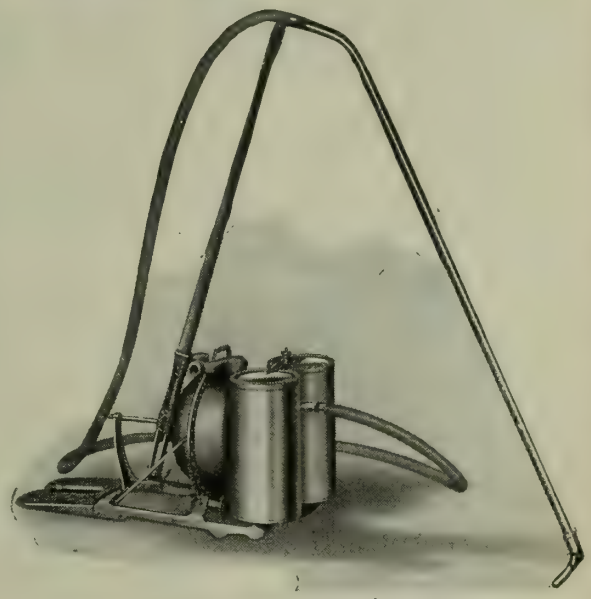
Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

The "AUTOMATIC" Hand Power Vacuum Cleaner

The Machine with the "Double Tank," Light, Powerful, Easy-Running, "Blows" and "Sucks."

The Automatic Hand Power Vacuum Cleaner has a valve and piston pump action. The movement of the lever handle backward and forward forces the air up through the hose nozzle, bringing with it all the loose dirt, dust, etc. The double tank device for separating the dust from the air catches 95 per cent. of the dust in the bottom of the tank without screens, baffles or water; the remaining 5 per cent. is screened through a canvas-covered cylinder. The frame is made of malleable iron and steel, and is very rigid. The hose 12 feet long, made of rubber and interlined with spring steel wire which prevents collapsing and kinking. Hose is 1 inch in diameter; tube for attaching tools 4 feet long, made of brass tubing nickel-plated; nozzle or mouthpiece is of aluminum and has an opening of 7 x ¼ inches. The machine is light, compact and easy to carry, slip joints are used on all connections, making them instantly detachable and interchangeable. May be operated by one or two persons. Fully guaranteed or money refunded.

SEND FOR OUR CIRCULAR AND LIBERAL DISCOUNTS



RETAIL PRICE $25.00

Onward Manufacturing Company,

BERLIN - ONTARIO

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada.

DEALERS AND AGENTS WANTED EVERYWHERE

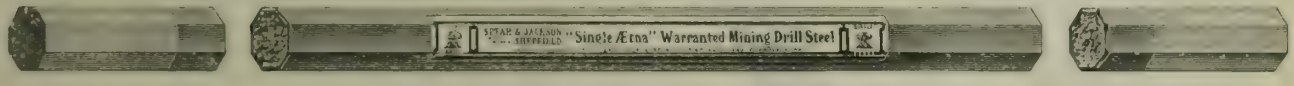
DRILL STEELS



(White Label and Ends) for the hardest known rocks.



(Green Label and Ends) A VERY high grade steel which will keep a good cutting edge against hard rock.



(Yellow Label and Ends) Highly recommended, at a MODERATE price.



(Blue Label and Ends) GOOD reliable steel for ordinary purposes.

CHEAPER grades on application

Saw Steel, Mould Boards, Die Steel, HIGH SPEED Steel, Tool Steel, Steel for all purposes.

SOLE CANADIAN REPRESENTATIVE

J. A. Henderson, Metal and Hardware MONTREAL

Spear & Jackson, Ltd. SHEFFIELD

Department of Railways and Canals, Canada.

Ontario-St. Lawrence Canals.

Cornwall Canal.

Sealed tenders addressed to the undersigned and endorsed "Tender for improving Upper Entrance to Lock No. 19," will be received at this office until 16 o'clock on Saturday, April 15th.

Plans, Specifications, and Form of Contract to be entered into can be seen on and after March 18th, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted Bank cheque for the sum of $1,500.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for work, at the rates stated in the offer submitted.

The Cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

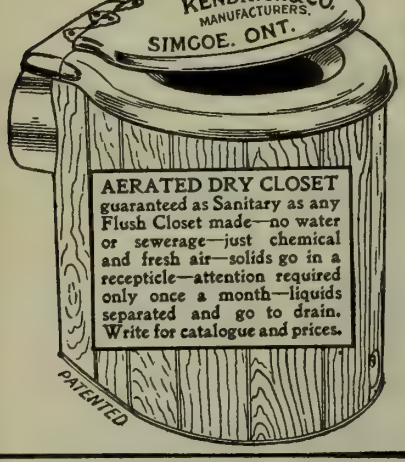
The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 21st, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)



CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.

Department of Railways and Canals, Canada.

ONTARIO—ST. LAWRENCE CANALS,
CORNWALL CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Canal Office Enlargement," will be received at this office until 16 o'clock on Friday, April 21.

Plans, Specifications and Form of Contract to be entered into can be seen on and after April 3, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $500 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 30, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (15)

DEPARTMENT OF RAILWAYS AND CANALS, CANADA.

ONTARIO—ST. LAWRENCE CANALS,
FARRAN'S POINT CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improving Lower Entrance," will be received at this office until 16 o'clock on Friday, April 21.

Plans, Specifications and Form of Contract to be entered into can be seen on and after April 3, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $9,000 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

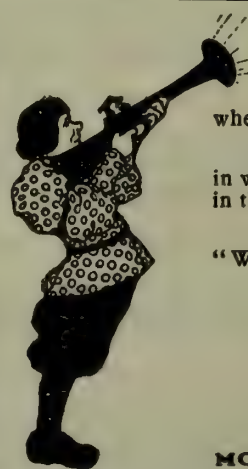
The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 30, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (15)



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"





Patent Tubular Handle



Patent Tubular Hande

HOLLOW-WARE

If you are buyers of hollow-ware you cannot afford to pass "JUDGE BRAND" Enamelled, Tinned, Galvanized, Japanned, and Burnished Wrought Steel Hollow-ware. Therefore see to your stocks in readiness for the ever-increasing demand for the world-renowned "JUDGE" BRAND Tinned and Enamelled Tea and Stove Kettles.

SUPERIOR ENAMELLING.
FIRST-CLASS QUALITY AND FINISH.

SOLE CANADIAN REPRESENTATIVE:—

JAMES A. HENDERSON, METALS & HARDWARE, 234 BOARD OF TRADE BUILDING, MONTREAL, where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application, with prices and discounts, duty paid and duty unpaid.

Small Orders can be Enclosed to Montreal



Patent Tubular Handle



Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John. Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



MADE IN CANADA

A GOOD GUN WILL SELL

The dealer who handles the best and most modern gun is sure to receive the trade of the better class of sportsmen — men who pay for the best and demand it.

The Tobin Simplex Gun is backed by its manufacturers with a money-back guarantee, and, being made in Canada, costs less than an imported weapon.

The Tobin Simplex is the lightest strong gun made. Its frame and action parts are made of steel drop forgings, and the hammers, sears, springs and locking bolts are of tempered spring steel. The stock is made of selected fine grain walnut.

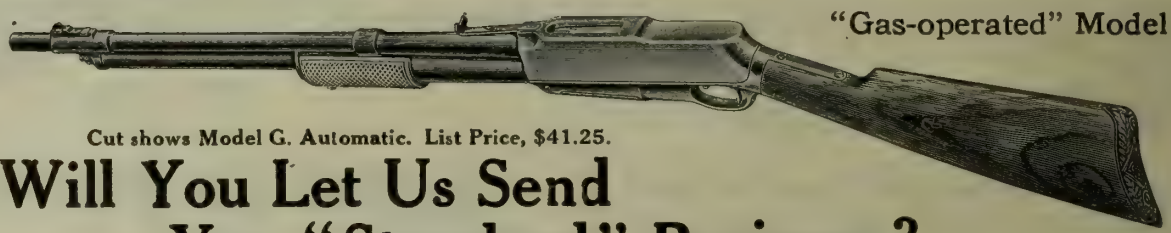
Write us for catalogues and information. We can make business for you.

THE TOBIN ARMS MFG. CO., Ltd.

Tobin Simplex Guns

WOODSTOCK ONTARIO





"Gas-operated" Model

Cut shows Model G. Automatic. List Price, $41.25.

Will You Let Us Send You "Standard" Business?

The following Canadian jobbers carry a stock of Standard Rifles and can ship promptly:—

EDMONTON, Ross Bros. Ltd., Sommerville Hardware Co.; LONDON, D. H Howden & Co. Ltd.; MONTREAL, L. H. Hebert & Cie, Ltd., Lariviere, Inc., Lewis Bros. Ltd.; OTTAWA, Ketchum & Co. Ltd.; ST. JOHN, N.B., W.H. Thorne & Co. Ltd.; TORONTO, H. S. Howland, Sons & Co. Ltd.; WINNIPEG, J.H. Ashdown Hardware Co. Ltd., Marshall-Wells Hardware Co. Ltd., Miller-Morse Hardware Co. Ltd., Hingston-Smith Arms Co. Ltd., Wood-Vallance, Ltd; VANCOUVER, McLennan, McFeely & Co. Ltd.

Our 1911 Advertising Campaign and Selling Plan will develop a NEW and immensely enlarged field. The method will popularize and immediately increase the sales of

STANDARD RIFLES

"Gas-Operated" "Pump-Action"

All inquiries received will be referred to the nearest dealer, and strong support will be offered in business-getting letters from our home office.

Line up for big profits, rapid-fire sales and the enviable reputation that will come to dealers who are far sighted enough to handle a modern line.

Send for our catalog, booklets, etc., and let us tel you details of our way of sending business to you

TWO MODELS

Gas-Operated

Hand-Operated

25, 30 and 35 caliber

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DELAWARE, U. S. A.

Fine New Store at Port Arthur

Fallis-Foote Co.'s Establishment Thoroughly Modern — Specialize on Carpenters' Tools—Splendid Oval-shaped Show Window, With Vestibule — Geo. F. Foote a Prominent Alderman of the City.

A fine new hardware store which is splendidly equipped in every particular, is that of The Fallis-Foote Co., of Port Arthur, Ont.

Burned out about a year ago, this firm displayed characteristic enterprise in acquiring their present three-storey premises in the new Merrick Block, which was only completed in June, 1910.

The store is 25 feet wide, by 120 feet deep and, as every modern device for storing and displaying goods, has been adopted, the store really gives the impression of being even larger. Neatness and order are apparent throughout.

Feature of the Equipment.

The building is steam heated, and is equipped with fire hose, on all three floors. The display windows are especially fine, being oval in shape with a vestibule 14 feet in depth, from the street line to the door. Many travelers who have seen the windows, state that they are the finest west of Toronto.

As shown in the illustration, there are three handsome silent salesmen, for the display of cutlery, silverware, hammered brass articles and other specialties. By looking closely at the illustrations, it will be seen that price cards are attached to the various articles shown in the silent salesmen, thus adding to their selling value.

The shelving is all of oak, the cabinet shelving, which was made by Campbell & Cameron, of Toronto, being oak-faced, balance of the shelving was made locally.

Fallis-Foote Co. have a full battery of Bowser Oil Tanks for handling all their oils. Traveling ladders have been installed, so that even the highest shelves are instantly available. These ladders have proven so satisfactory that the firm contemplate adding to their equipment in this line.

For lighting the store, Tungsten lamps are used altogether, as will be noticed in the illustration. Mr. Foote states that they have been found superior to the carbon lamps, both for light and expense. No trouble is experienced with their breaking, as the style of fixtures used does not necessitate handling them. Mr. Foote thinks that somewhat better results could be secured if the lights were lowered a little.

A steel ceiling of up-to-date design completes the very modern equipment of the store, and adds to its attractive appearance.

A Specialty of Carpenters' Tools.

From the illustration, it will be readily inferred that carpenters' tools constitute an important specialty with The Fallis-Foote Co. They have secured a large share of the trade in this line, by closely studying the carpenters' needs and keeping up a stock accordingly. Their tools are attractively displayed in the front of the store, and mechanics are assured of prompt attention and a good assortment from which to make their selections.



Interior Fallis-Foote Co.'s Fine Store at Port Arthur, Showing Builders' Hardware Dept.

Stoves and ranges are an important line with this firm, and even at the present time they are selling, on an average, one range a day. All their sales are of the better type of ranges. To promote their stove business, The Fallis-Foote Co. advertise extensively, and they find that it pays them to do so.

Brass Goods are Profitable.

Last fall this firm stocked up with quite an extensive line of hammered brass goods, some of which are to be seen in the foreground of the illustration on the previous page. These goods proved to be splendid sellers, and gave such satisfaction that still heavier orders have already been placed for the coming season.

Paints and oils have proven to be a good branch of this firm's business, as have also tin and graniteware, a large stock of which they carry at all times.

Mr. Foote an Alderman.

Geo. F. Foote, of the Fallis-Foote Co., was literally forced into Port Arthur civic politics. A keen business man, Mr. Foote realizes the true relationship of business to the management of a city. Without seeking any official position he bowed to the wishes of the citizens who wished him to lend his services in looking after the interests of the city, and accepted civic office as alderman, this year.

Mr. Foote's optimism is one of the outstanding features of his success. If you should ask him how business is, he would always smile, and cheerily reply, "Business is fine." He is a business man and a "booster" and that is why he is making as great a success in the Council Hall as he has in his hardware store.



ALD. GEO. F. FOOTE,
Of the Fallis-Foote Co., Port Arthur.

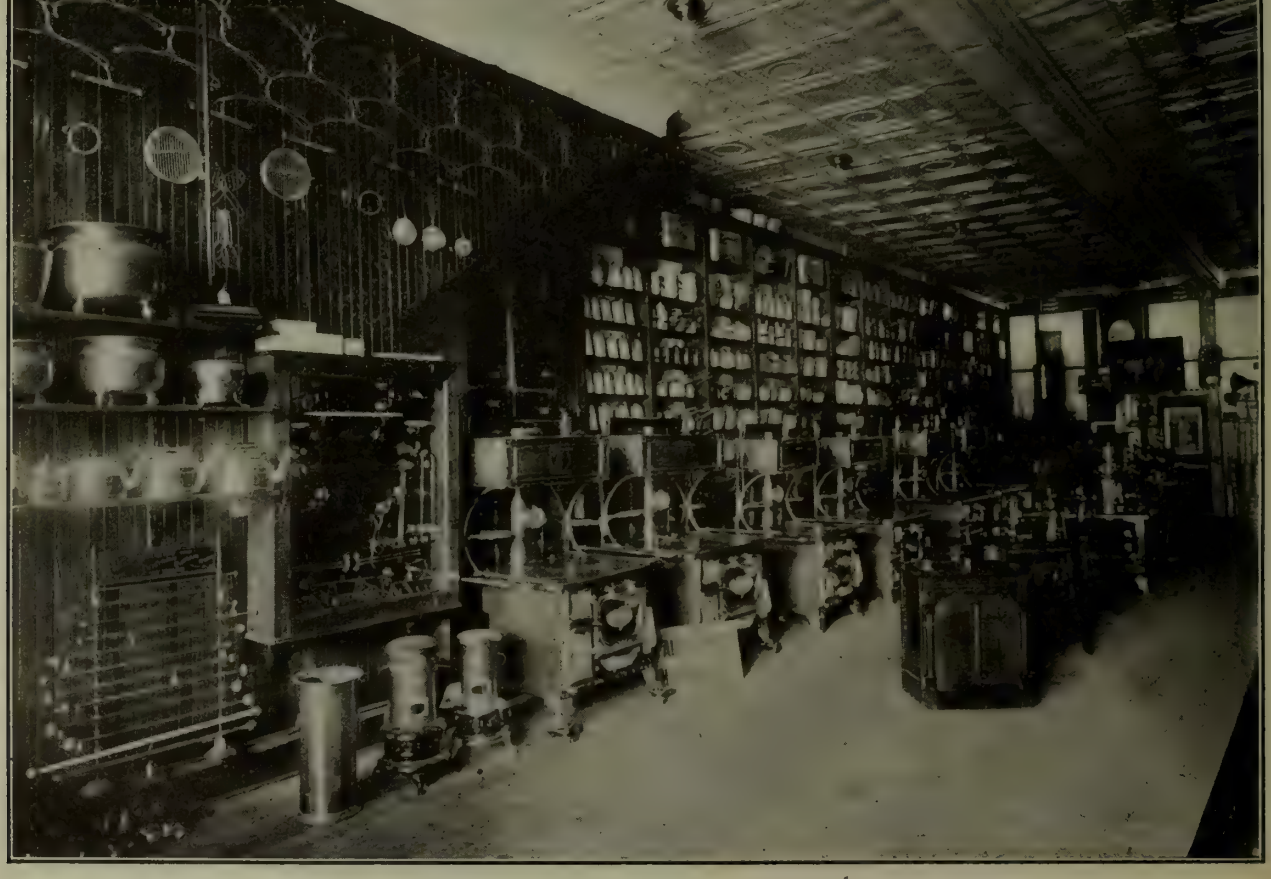
FREE TRIP TO LONDON.

London.—The retail merchants of this city have banded together in a novel campaign to boost London as a shopping centre for Western Ontario. A number of them have organized the London Retailers' Association, and have arranged for a "Trade-in-London" week, from April 3rd to 8th.

The scheme was outlined in large advertisements appearing in the London newspapers which circulate largely in the towns within a 65-mile radius of London. The ads. have a very conspicuous head-line in red—"Free Trip To London." It then goes on to explain that the London Retailers' Association have arranged to refund railway fares on all purchases of $20 or more, within a distance of 65 miles from London, during the Trade-in-London week.

About eighty retailers, in all, are behind the plan, and visitors to London are asked to get receipts for every purchase they make at these stores. When the total of these purchases amounts to $20 or over, the receipts and return railway stub are to be taken to the refund clerk in the Home Bank, and he will refund in cash, the full amount of the railroad fare, round trip. If the visitor resides more than sixty-five miles from London the fare for 65 miles will be refunded.

This plan is much on the same line as the "Shopping Weeks," which are much in vogue in Britain, just now. It has been well organized and should result in making some permanent customers for the London merchants. The hardware dealers who are interested are: Purdom Hardware Co., J. G. Steele & Co., A. Westman, and J. E. Young & Co.



Interior Fallis-Foote Co.'s Store at Port Arthur, Showing Stove and Kitchen Ware Depts.



PAGE FOR HARDWARE CLERKS



HOW ABOUT A RETAIL CLERKS' CLUB?

"Birds of a feather, flock together" is an old saying, which is partially true. But, applying the saying to every-day life, there are lots of people with interests largely in common, who do not "flock together" as they should.

There are, for instance, the retail clerks, who, in almost every town, could make up a pretty good-sized association if they were to get together. They could find many ties in common, to bind them together, and, in addition to the social advantages accruing, they could discuss matters of business and exchange ideas which would be of great service to them.

Ever hear a bunch of travelers talking in a hotel rotunda or on a train? Their discussions are almost always on the subject of salesmanship. In short, they while away their leisure hours by talking shop, and, in the exchange of ideas which takes place, they unconsciously educate themselves to better perform their work.

If retail clerks had this same opportunity of spending an odd hour or so together, once in awhile, the selling knowledge they could give each other would do much to brighten them up and improve their selling methods. Such an opportunity would be presented by organizing clubs for retail clerks in every good-sized town. There would be no trouble in maintaining interest in the club, for, even aside from the benefits which would be derived from meeting together to discuss matters of retail salesmanship, the mere privilege of becoming closely acquainted with a lot of good fellows, couldn't help broadening the vision of every member.

This suggestion should appeal to readers of The Page for Hardware Clerks, and we hope to hear, before long, that at least some of them are starting the ball rolling in their town.

LEARNING THE GOODS.

Taylor Bros., of Carleton Place, have a good scheme for teaching their clerks the merits of different lines which they carry in stock.

When Frank Taylor orders a line of goods from a traveling salesman, he invites the salesman to bring over to the store, a complete assortment of samples of the goods he has ordered. There is a separate room in Taylor Bros.' store, where Mr. Taylor negotiates with the travelers, and, after the deal is completed, it is utilized as a sample room in which to display some of the goods which have been ordered.

The clerks are assembled in the room and the salesman proceeds to instruct them in the several talking points of his line, demonstrating his arguments by exhibiting the samples and showing just how they are to be used.

This is a great scheme for passing the traveler's enthusiasm on to the retail salesman. Each clerk is loaded up with information and selling talk, at first hand, and is in a position to speak more confidently to his customers about the goods in question. It is a good thing for Taylor Bros., because it cannot help increasing their sales, and it is a good thing for the traveler, because it gives him a chance to land a good repeat order, the next time he works Carleton Place.

BUCKSHOT CARTRIDGE IN FURNACE.

A clerk in a Sydney, C.B. hardware store had a disagreeable and painful experience the other day. He had swept up a quantity of paper and other stuff and threw a shovelful into the furnace. There happened to be a 12-gauge buckshot cartrige among the sweepings and, of course, it exploded. The whole charge of shot poured through the furnace door filling the young man's legs with shot, from ankle to hip.

HAVE CONFIDENCE IN YOUR GOODS.

Salesmanship has been defined as "the ability to make other people feel as you do, about the goods you have for sale."

Obviously, under this definition, a salesman must believe in his goods before he can become a success in his work. And the surest way to believe in the goods he sells, is to study them so as to know them.

Did you ever stop to think how much knowledge can be acquired by a hardware clerk right in the store? In the tool department alone, there is so much to be learned about the numerous articles in stock—how they are made and how they are used—that an inquiring and ambitious clerk can keep himself busy for a long time mastering its details. Every fact he learn about these tools, not only increases his confidence in them, but also makes him a better salesman and a better hardwareman.

Learn all you can about the goods in your store; believe in them, and then you will have gone a long way towards acquiring that knack of salesmanship—the ability to make other people feel as you do, about the goods you have for sale.

"NO COMPLAINTS."

The other day the writer went into a shoe store to buy a pair of patent leather shoes. After trying on three or four styles, he finally picked out a pair which looked all right, and fitted pretty well. They made a good impression.

"What price are these shoes?" he asked the clerk who was waiting upon him.

"Three dollars and a half," said the clerk.

"That seems a low price for a shoe of this kind. Is the leather good, or is it likely to crack?"

"Oh, that's a good shoe. We haven't had many complaints about it. In fact, it is quite a while since we have had any complaints about that shoe."

This was about enough to satisfy the writer that he didn't want that particular shoe. The fact that some complaints may have been made against it in the past, convinced him that it must be made of inferior material, and he didn't buy it. But it may have been a good shoe at that.

There is a moral in this little story for hardware clerks, as well as for those who sell boots and shoes. The "no complaints" argument cannot hold water, and should be avoided. It is purely negative, and, to say the least, is unconvincing.

So, when a customer comes in to buy a plane or a chisel, do not expect to sell him that article by telling him you have not had any complaints about it. Rather explain to him the good material from which it is made; the neat and correct design which renders it easy to handle, and results in its performing its work properly. A host of other good, positive and clinching pointers may be brought forward. It is easy to tell of some customers in town who are using the tool with good success. But as for the "no complaints" business—don't think of using it.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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SUBSCRIPTION

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PUBLISHED EVERY SATURDAY

IRON AND STEEL BOUNTIES TO LAPSE.

In the course of his budget speech, delivered this week, Finance Minister Fielding announced that it was not the intention of the Government to continue the bounties on steel rods, which are due to expire on July first of this year.

This action was not altogether unexpected, and it has not created any great flurry in the trade. As a matter of fact, it was forecasted in a speech delivered by Mr. Fielding about a year ago, and, while the steel companies have no doubt been struggling to have the bounties extended, it is understood that they have been quietly preparing for the changed conditions for some months past.

Wire rods are on the free list, so that, without the bounty, Canadian steel manufacturers, in disposing of this product, would be brought into direct competition with foreign producers, on even terms. It will therefore be the policy of the Canadian steel companies to go into the manufacture of the various rolled shapes, which are subject to adequate protection. The leading Eastern interest already has mills in course of construction for the manufacture of these goods. It is expected that the larger output from the increased capacity of the plant will offset any loss from the cessation of the bounties.

The last five-year term for bounties on pig iron and crude steel, came to an end a little more than three months ago, and, when the bounties on steel rods are allowed to lapse in July, the Canadian iron and steel industry will be standing altogether on its own legs.

BUYING VERSUS SELLING.

It was, at one time an accepted axiom in the retail trade, that "goods well bought are half sold," and, by "well bought" was generally meant "bought at a low price."

The dealer who kept his store in almost filthy condition, and was both inattentive and discourteous to customers, being seemingly disinterested in whether he sold anything or not, would haggle for an hour with a traveling salesman over a few cents in the price of an article. If he gained his point and had the price reduced, he considered that he was making money in the most approved way. Oftentimes, a traveler would succeed in unloading on him some undesirable stock, by making him what looked like an attractive price proposition.

But methods of retailing have changed vastly from the conditions of those early days. While good buying is still recognized as an important requisite in retailing, the selling end is coming more and more into its own, and, indeed, has already taken the most prominent position, in the most modern stores. The good salesman is even more indispensable to the house than the good buyer, and generally commands a better salary.

Furthermore, the definition of "good buying" has undergone a very considerable evolution. The ideal buyer, now-a-days, is the one who can supply his house with a stock, which, at the beginning of the season, is complete and well assorted, but, at the end of the season, is so depleted as to necessitate the minimum quantity being carried over. In other words, the good buyer must stock the goods that will sell best, and net the usual margin of profit.

It is obvious that this does not necessarily mean buying the lowest priced articles. The public have been and are being so thoroughly educated to the advantages of buying quality goods, that the "cheap Jack" store is a back number.

The new, and, it will be agreed, improved conditions, require an intimate relationship between the buying and selling ends of the business. They must work in such harmony that the incoming stock will nicely balance the goods that are sold. The running of a successful retail business is not a case of buying versus selling, but of buying plus selling.

GOLF SUPPLIES ARE WORTH HANDLING.

How many hardwaremen handle golf supplies? If a census were taken, it would be found that only a small percentage of dealers who could with profit handle golfing goods are actually doing so. There is no apparent reason why they should refrain from handling this line. Some claim that the goods are too expensive and turn over too slowly to be profitable; but facts do not bear out the contention. Golf supplies cost money to stock in the first place, but the profit is correspondingly large. It would be entirely the dealer's fault if his stock sold slowly.

The golfer is, of all sportsmen, the most enthusiastic and dauntless. He will turn out in early spring before the snow has entirely melted away, and it takes a whole lot of the rigors of winter to force him to quit in the fall. Furthermore, golf is a game which necessitates almost continual replenishment of supplies. Balls are lost daily and sticks break with a regularity which would strain the loyalty of anyone but a golfer, who will stick to the game through any reverse. Consequently, there should be a more or less steady trade right through the spring, summer and fall months.

The carrying of golf supplies would entail still another advantage. Ladies are rapidly taking up the game and consequently have occasion to buy the necessary supplies. Anything that will bring the ladies into the store is bound to be a great benefit to the hardwareman. The time was when men looked after hardware purchases almost entirely. With the widening of the scope of the business to cover many new and varied lines, women are becoming customers. But there is still much to be desired in that respect and anything tending to make the ladies more regular visitors will help to improve trade in other departments.

SPECIALTIES BECOMING REGULAR LINES.

It is significant of the trend of things in the hardware trade, that such lines as silverware, brass goods and cut glass, are becoming important adjuncts to so many

hardware stores, where they were formerly insignificant side lines.

In times gone by, all these goods were considered as the exclusive possession of the jewelry store. Perhaps this supremacy was not seriously challenged by the hardwareman for the simple reason that the appearance of the latter's store was not such as to encourage the buying of high-class specialties in it, while the jeweler went right after the quality trade.

The change which has been working out during the past few years, could not escape the notice of Hardware and Metal readers, who have been kept in close touch with the methods adopted by the most progressive merchants. The window displays and store interiors which have ben illustrated in this paper have been evidence of the rapid advance of high class specialties in the hardware store. Moreover, it can scarcely be considered a mere coincidence that the general appearance of hardware stores has made corresponding advances.

Many hardware merchants who have been experimenting with silverware and other similar goods, have stated to Hardware and Metal that they were exceedingly well pleased with the results. Almost invariably, they state, that it is their intention to stock more heavily in goods of this kind next season.

It is not too early in the year for our readers who have not previously thought of trying these goods, to give the matter serious thought.. Some dealers are already placing their orders for next season's trade.

COLLECTIONS AND MONEY SCARCITY.

A Toronto hardwareman voiced the complaint the other day that he had found collections very bad of late. His customers were apparently short of cash and consequently it has been unusually difficult to get back accounts collected. The store of this merchant was situated in a factory section and it is probable that the season had something to do with the tightness in the money situation. He was confident that the opening of spring would improve matters, as it would bring longer work hours and lower household expenses, but he regretted very much having allowed so many accounts to collect on his books. He confessed that he had not done much in the collecting line since Christmas.

The dealer who is careless in looking after collections is bound to reach the stage where he will find it hard to gather in what is owing him. The longer an account runs, the harder it is to collect. It is surprising how soon bad debts can grow to such proportions that they seriously threaten the stability of the business. Merchants who attend strictly to collections all the year around are not likely to feel the pinch of money "tightness" at any time.

STOVE TRADE GROWTH EVIDENCED.

The rapid expansion of the stove industry in Canada is forcibly shown in the decision recently reached by a large manufacturing firm to stop making some six or eight of their least popular lines and concentrate on several of the "best sellers. This course was rendered necessary by the proportions to which the demand had grown for two or three of the most popular makes. The factory had fallen behind on orders and, in order to catch up, the plant had been given over entirely to those lines.

It is explained that the demand at the present time centres largely in the West. The constant influx of new settlers is resulting in a rapid expansion of the stove trade. The western market is well worth the most zealous guardianship. From the standpoint of the retailer, the West presents a field of unlimited scope and greatest possibilities.

POINTED EDITORIALS.

Hard work, as someone has said, is the mother of success. Luck is just a third or fourth cousin.

• • •

An unusual state of affairs developed on the oil market this week. Turpentine did not advance.

• • •

Two large hardware stores were burned out last week. Have you looked into your insurance papers carefully of late?

• • •

When the home dealer puts up a sturdy defence, mail order buying soon dwindles down to insignificant proportions.

• • •

Tin is back again at 46 cents. The operations of the London syndicate since the recent rather sharp decline have been more covert but quite successful in bringing the price up to the former high level.

• • •

New Liskeard firm are running a newspaper ad. in the form of a small newspaper. They report some difficulty in keeping the columns newsy. Popular opinion to the contrary, running a newspaper is not one of the easiest things in the world.

• • •

Many dealers, like our old friend Uriah Heep, make pretence at being " 'umble" and always speak of themselves as "little fellows" in the trade. This habit is not dangerous in itself, but too many are at the same time willing to conduct their business on the assumption that it is small; with the result that it always remains so.

• • •

An extract from the Bowmanville (Ont.) News reads: "Toronto man canvassed Newmarket and sold 100 bargain mops at $1 apiece. The same mops were on sale in Newmarket hardware stores at 90c." This incident throws an interesting side light on the possibilities of outside salesmanship. It also bears rather strongly on the question of advertising. Newmarket people certainly did not know those mops were sold in town or they would not have succumbed to the arguments of the plausible hawker.

• • •

What is the life of a newspaper ad.? On Oct. 29, 1910, the Gurney Foundry Co. inserted a want ad. in a MacLean trade newspaper and received many prompt replies. One reply, however, was sent in on March 29, five months later. This demonstrates that the influence of an advertisement does not cease as soon as the following issue of the paper is out. It is striking evidence of the fact that the power of an ad. continues for indefinite periods, creating interest and stimulating business at the most unusual times, and in the most unexpected quarters.

Hardware Firm Adopt Unique Advertising Method

The George Taylor Hardware Co., New Liskeard, Devote Newspaper Space to the Publication of a Weekly Budget of Store News—Good Results are Reported—Can Interest be Maintained?

An original form of advertising has been started by the George Taylor Hardware Co., New Liskeard, Ontario. Instead of using a display ad., this firm devote their space in the local papers to the publication of hardware news, set up in the form of a little newspaper. As will be seen by the accompanying reproduction of one week's budget of news, the idea has been carried out with considerable attention to detail. The reading matter is designed to both instruct and amuse the reader, and consequently, is calculated to arouse an active interest.

The idea has proven very successful up to the present. The public have become interested in the ad. and the firm have received tangible evidences that people are reading "Taylor's News" with regularity. The idea was first "tried out" in the Cobalt Daily Nugget, where the company have a store, and it proved to be a success there. The introduction of brief scraps of local news among the strictly business items, got the people of Cobalt into the habit of reading the ad. from beginning to end. Encouraged by the success achieved in Cobalt, the company started to advertise in the same way in both the New Liskeard weekly papers. "Taylors News" still appears in the Wednesday and Saturday editions of the Cobalt Nugget.

Best Results Secured.

In answer to a query as to the results obtained from this novel method of advertising, William A. Taylor, president of the company, writes to Hardware and Metal, as follows:

"We have had a great many sales from it and believe that it has done more for us than any other advertising we have ever done, both in sales and in giving prominence to our firm."

Mr. Taylor goes on, however, to state that they cannot vouch for the lasting qualities of this form of advertising. The question arises as to whether the public will continue to read the weekly budget after the newness of the style is gone. "It will depend on ourselves keeping it real newsy," he writes. "We have tried to interest the whole staff by getting each one to contribute an item; also to take a note of every interesting happening around the store, so that same can be written up."

With the active assistance of each member of the staff, it should not be difficult to keep interest up. A breezy budget each week will mean keeping the attention of the public and, as long as this is done, good results will be obtained. If interest is allowed to flag, however, people soon get out of the habit of reading it; and therein lies the great difficulty in making a success of this form of advertising.

Such numbers of "Taylor's News" as have come to hand have shown a breezy quality which gives promise of permanency to the feature if the same standard can be maintained. The advertisement reproduced is the first of the series now running in the New Liskeard papers.

Successful Elsewhere.

This method has been adopted with considerable success by merchants in other lines of business. Hamilton, Ont., people will not soon forget the eccentric but extremely resultful advertising campaign carried on in that city by the firm of Trudell and Tobey, clothiers. Personal sketches of a humorous kind and extravagant comments on local happenings, backed up by grotesque cartoons, formed part of the advertising matter adopted by this firm. People read, laughed and talked about it. Trudell and Tobey were in the limelight for a long time, with the inevitable result that business shaped its course in their direction.

Originality counts in advertising, as in everything else. An ad. that tells its message differently than other ads. is bound to arrest the attention of the reader. That ad. will be read through and through by a large percentage of all persons who peruse the paper in which it appears. What is more, the readers will feel an interest in, and look for, the same advertisement in following issues.

TAYLOR'S NEWS

OF HARDWARE DOINGS

[Vol. 1—No. 1] LISKEARD, MARCH 16TH, 1911. [PRICE, YOUR ATTENTION]

LISKEARD SPIKES

We intend to keep the public, through these columns, interested in our Hardware. We carry the largest and best assorted stock in the District and can assure our patrons prompt and efficient service

The goods advertised will be guaranteed exactly as stated, and we will in no way try to deceive.

We have just received our spring shipment of Martin-Senour 100 per cent pure paint and have now the full line of colors.

—

CANARIES

Last spring we had a visit from the bird man. We expect him again this spring. If you cannot be in town, send in your order to pick out a good singer, or a parrot, a pair of Love birds, or paroquettes

—

Tickle your sole by walking on Senour's floor paint.

—

Mr. Wm. Taylor will be located at the store from now on.

—

Our hockey team are trying to arrange a game with some of the town teams, but I guess we must have some rep, as there appears to be nothing doing

—

Mr Albert Taylor is looking after our interests, calling on customers between Latchford and Cochrane. At present he is on a trip into Gowganda.

We are clearing out the following priced papers to make room for new goods. How about that room now at these prices?

Regular 6c. paper at 3½c.
Regular 10c. paper at 6c.
Regular 15c. paper at 8c.
Regular 25c. paper at 15c.

They are real bargains.

—

Mr. Chapman, our tin artist, who is greatly interested in aeroplanes, had the misfortune to fall out of his the other day, but beyond a few scratches and bruises, is feeling not too bad again.

Tom says that the air currents were affected by the political atmosphere which was disturbed by all the hot air on reciprocity. He blames this anyway for his downfall.

—

CRUSHED OYSTER SHELLS

Eddie, by way of finishing his argument in disposing of oyster shell, the other day, said: "Why, feed this to the hens and they will lay two eggs each per day. "That is not in it with gum," said the customer. "Gum?" said Eddie. "Yes. You get hens to chew gum and they become so contented they lay all the time." Eddie is now wondering if the man really ment it.

—

Are you going to build? Be sure and get our prices. We will save you money.

—

If you want your home distinctive use Martin Senour Paint 100 per cent pure.

—

Bric. is pretty sore this morning. Haileybury team did not show up for the hockey match. What he was going to do to them cannot be mentioned here. Even Mr. Pearson, our bookkeeper was offended.

—

The eggs are more plentiful than ever this spring. It must be our crushed oyster shell.

—

COBALT RIVETS

Our shipping department are sure busy these days. Now that we have to get orders away, no matter how large, on the same day as received, it takes some hustling, but our facilities for handling the big orders are so good and we are so handy for outgoing shipments that we can still handle some more.

—

Take no chance on the roads from now, but put in your supply now

—

Our window dresser promised us big things for the 17th of March. Every son of Erin's Isle, and others, are therefore requested to see them.

—

Our galvanized boxes for storing furs during the summer months are much preferrable to moth bags. We make all kinds and sizes at small cost, and your furs are insured against moths, etc.

First edition of "Taylor's News" in New Liskeard Herald.

Opinions of Our Spring Number

Readers and Advertisers Well Pleased With the Big Number —Some Specimen Letters Reproduced.

We are in receipt of copy of spring number of Hardware and Metal, and can only say that we are very much pleased with the appearance of same in as much as we do not see that many improvements can be made. If anything should attract a hardware dealers' attention we think the magazine as you have gotten it up should.

THE WOODSTOCK WAGON & MFG. CO., LIMITED.
A. H. Wynick. Sec'y-Treas.

We have delayed extending our congratulations on your annual spring number issued March 25th, until we have had an opportunity of carefully looking over it.

Last year we thought you had gone the limit in producing a spring number, but this year you have surpassed yourselves. Everything from the paper to the print is all that could be desired.

We are to-day, in receipt of a letter from one of our B-H. "English" paint agents, who states that he is so taken with our ad., which you reproduced on the back cover, that he has cut it out, framed it, and hung it in his store.

Here's wishing you continued success.

BRANDRAM-HENDERSON, LTD.
J. Irwin, Asst. Manager.

We are to-day in receipt of your favor of the 27th inst., and copy of your annual spring number reached us yesterday.

We, of course, have not yet had time to look the number over carefully, and it is out of the question to suggest changes or improvements off-hand.

Typographically and pictorially the 1911 spring number is certainly a superb production.

I am going to Chicago early next week and shall take this number along with me to show some of my friends in the trade there as an evidence of what a Canadian trade publishing house can do. I think my business friends on the other side will be a little interested in your front cover as well as in the number generally.

Regarding our advertisement we are very much obliged to you for the attention you have given this copy. The advertisement suits us first rate and tells the story in the way we wish to have it done.

Dennis Wire & Iron Works,
per E. R. Dennis.

We are in receipt of copy of your spring number, which we think is very satisfactory in every respect.

One thing that strikes us particularly is the quality of the paper, which we think is an improvement on the paper usually used in your weekly edition.

We must say in conclusion that the manner in which you have worked our advertisement is very satisfactory, and we take this opportunity of thanking you for the trouble you have taken in the matter.

ALLAN HILLS EDGE TOOL COMPANY, LIMITED,
Allan Hills, President.

We are in receipt of our copy of your annual spring number, upon which we wish to congratulate you, not only upon its appearance, but upon the character of his contents.

THE GUTTA PERCHA & RUBBER MFG. CO., TORONTO, LIMITED,
F. Crosby,
Manager Advertising Dept.

We are in receipt of Spring Number Hardware and Metal, which is certainly a credit to your firm.

JAMES & REID,
Per Geo. S. James.

We are in receipt of your spring number of Hardware and Metal, and we take the liberty of congratulating you on this very excellent number. It is certainly a credit to the hardware trade of Canada and to yourselves in particular to be able to produce such a journal as this and we trust that you will be amply rewarded for the enterprise you have exhibited in getting up such a representative journal.

MECHANICS' SUPPLY CO.,
Per. W. H. Wiggs.

We acknowledge receipt of your letter of the 29th instant, and note that you expressed to us the plates which were used in our ad. which appeared in the annual spring number.

We take this opportunity to express our entire satisfaction of the manner in which our advertisemeot was executed, and also the general appearance of this special number. In the writer's judgment this issue is far ahead of any that he has ever seen, particularly so as related to the quality of the reading matter.

THE MARTIN-SENOUR CO., LTD.
W. H. Gerkes, Manager.

We are in receipt of your annual spring number of Hardware and Metal. Our ad. is very satisfactory in every respect and journal one of the finest we have ever seen.

WHITE MOP WRINGER CO.

We acknowledge receipt of copies of our ad. in the annual spring number, which we have mailed to several of our distributors. We can state that we are well pleased with our ad. and more than pleased with the way that the spring number is made up.

BENJAMIN MOORE & CO., LTD.,
F. C. Surbeck, Man. Dir. and Treas

We acknowledge with pleasure your letter of the 27th ultimo.

The annual spring number came to hand in excellent form and it is another testimony of the manner in which you issue the special numbers. It is really so good that we have no suggestions to make and you know the old quotation:—"For who can paint the lily."

Congratulating you sincerely.

THE CANADA PAINT CO., LTD.,
Per. William H. Evans.

PROMINENT TOOL MANUFACTURER DEAD.

Geo. A. Barnes, Secretary of the Whitman & Barnes Manufacturing Co., whose Canadian plant is situated at St. Catharines, Ont., died at Akron, Ohio, on March 22nd.

Mr. Barnes began his long service with the Whitman & Barnes Co. at their Syracuse factory, in 1876. In 1879, he was transferred to the Canton, Ohio, works of the Company, remaining there as manager, until 1895, when he removed to Akron, Ohio. Here, he resided until his death, except during the years 1902-1904, when he was located at the Chicago offices of the company.

At the time of his death, Mr. Barnes was secretary of the company, a director and member of the executive board. He is survived by a widow and one son, H. L. Barnes, who is superintendent of the Whitman & Barnes Mfg. Company's Chicago works.

ANNUAL MEETING HELD.

The Annual Meeting of the Toronto Silver Plate Company was held at the Company's offices, 570 King St. West, Toronto, on Thursday, March 30th.

A very successful year's business was reported and a dividend of 6% was declared.

The old Board of Directors were re-elected as follows:—W. H. Beatty, J. Creighton, J. Clowes Davison, E. G. Gooderham, L. E. Gooderham, S. W. Gooderham, J. Gordon Macdonald, W. H. Partridge, James Webster.

At a subsequent meeting of the Directors, E. G. Gooderham was re-elected President, and W. H. Partridge, Vice-President.

The Company report having a large accumulation of important orders already booked for the present year.

In addition to being manufacturers of Plated Ware of all kinds of an absolutely guaranteed quality, they are Silversmiths, this latter branch of their business having become a very important one.

APPOINTED CANADIAN MANAGER.

F. L. W. Saunderson has been appointed the Canadian Manager of the Magnolia Metal Co., with factory and offices located in Montreal.

Mr. Saunderson graduated at McGill University in the Class of 1891, taking a course in Electrical Engineering. He afterwards took a special practical Electrical course with the Thompson-Houston Electric Co., at Lynn, Mass., and for the past fifteen years has been identified with the mill supply business in Canada, so that he enters upon his new duties well equipped to insure that the prominent interests entrusted to him will be well cared for and advanced.

CHANGE OF ADDRESS.

Louis Newmark, watch manufacturer, Montreal, has removed his offices and stock rooms from the Ottawa Building, to the Carsley Building, 149 Notre Dame Street.

Keeping Tinshop Costs

System of a Large Sheet Metal Firm—Necessity of Knowing What Work Costs—Time Sheets for Productive and Non-Productive Labor.

It is a much-discussed question whether a tinshop pays as an adjunct to a hardware store. There are so many details to be considered in figuring this out that many hardwaremen who conduct a tinsmithing department, frankly admit that they do not know whether it is paying them or not. Practically all will say, however, that the tinshop helps to bring them business that they would not otherwise secure, and so, whether or not it actually pays, of itself, it is, indirectly at least, a profitable department.

This conclusion is not very satisfactory to a business man. In order to conduct his establishment to the best advantage, he considers it necessary to know just what each department of his business is doing for him, at all times. The solution of tinshop costs is an important matter with him.

Methods of a Manufacturing Firm.

The Metal Shingle & Siding Co., of Preston, run a "Cornice Department" in connection with their business. In this department all the special sheet metal work is performed and, in addition to galvanized or copper cornices, the lines regularly made include fireproof windows, skylights, finials and all kinds of fancy sheet metal work.

Considerable difficulty was experienced in working out a suitable cost accounting system for this department. Many contracts taken by the firm included the erection of cornices, skylights or fireproof windows, and, in arriving at the final cost, such items had to be considered as the value of goods damaged in transit or in erection, and repairs made necessary by misfits. Such contracts required a special system to include all these contingencies, but as most of the jobs going through the cornice department included only the manufacture of goods, and not the erection, the system which was almost entirely used, was that described in this article. While conditions in the sheet metal department of a manufacturing firm are necessarily somewhat different from those prevailing in the tinshop connected with a hardware store, there are, nevertheless, some features of this system which could be profitably adopted in a good many tinshops.

System Described in Detail.

When an order for special sheet metal work reaches the office it is numbered and entered in the usual way, and sent out to the office of the superintendent. From this order, which the superintendent files, he makes out a shop order (Fig. 1). He enters the date, the order number, the department for whom the shop order is intended, the goods required, instructions as to delivery and the customer's name. This shop order, together with the necessary details, then goes to the foreman of Department D (Cornice Shop), who puts the work in hand.

Gathering Material Required.

The Cornice Foreman secures all his supplies from the stock-keeper. In order to save time and lessen the clerical work, he furnishes the department in quantities that are likely to last for some time. For instance, 75 sheets of crimped galvanized iron and 500 lbs. of solder would be handed out at one time. When any other stock is required, such as rivets, nails or hardware of one kind or another, the foreman of Department D. issues a requisition card (Fig. 2) to the stock-keeper, and he delivers the goods.

If it happens that the goods are not in stock, the stock-keeper sends on the requisition to the superintendent who approves it and passes it to the Purchasing Department, who see that the goods are ordered.

Date Feb-13-11 **Shop Order** Order No. E 1625

Quantity — Raw Stock: (Cornice foreman enters what was used here)

Cut to Size

Department: D — Goods Required: Cornice 41 ft. long etc.

Date Completed — Deliver to Shippers

Cost Material	4	25
Cost Labor 15 hrs.	3	00
Expenses	3	00
Total	10	25
Crating		75
Freight		60
	11	60

For Bogart Cobalt

Fig. 1.

In this way the stock-keeper has a record of everything that goes to Department D, and, as the Shop Orders all go through his hands, when the work is completed, he credits the Cornice Department with all the goods that are used on each job, and the department is credited, by the office, with the amount

of the invoices that are issued for all cornice work.

Once a month, the stock-keeper takes stock in the Cornice Department, and, by debiting what goes in, crediting the stock on hand with the total value of the invoices, the firm are able to get a pretty good general idea of what the department is doing for them.

Time Sheets.

Each workman in the department is required to fill out a Time Sheet, showing how he employs his time. A sample of this Time Sheet is shown in Fig. 3. It will be noticed that the employe is required to check off on the sheet, just what kind of work he has been doing, this enabling the Cost Accounting Department to estimate accurately, the cost of each operation in completing the work.

When the job is finished and the goods delivered to the shippers, the shop order (Fig. 1) is sent to the office. The Cost Accountant collects all the Time Sheets put in under the Order No. F. 1625, and finds that the total amount of productive service put in on this job was 15 hours or the cost of bare labor is $3.00.

Non-productive Labor.

Now, there is always a certain amount of non-productive labor to be reckoned with. This would include cleaning up, hauling in charcoal, delivering goods to shippers, and such work which goes to make up the overhead expense of the department. In the Cornice Department, it has been found that the overhead expenses are practically covered by adding 100 per cent. of the productive labor costs. In this case it amounts to $3.00, so that with the cost of material, which has been computed at $4.25, the total shop cost is $10.25. This order is also charged with crating .75 and freight .60, making a total cost on the job of $11.60. By subtracting this from the amount of the invoice, the profit on this particular order is accurately estimated.

SEND IN TINSHOP PROBLEMS.

Hardware and Metal has made arrangements with W. J. Finnigan, one of the most prominent sheet metal draughtsmen in Canada, to contribute a number of articles on "Patterns for the Tinshop." Some of these articles are already prepared, and they are illustrated with carefully drafted diagrams which will easily enable any tinsmith to make his patterns by following the description.

In order to make this feature specially valuable, Hardware and Metal invites its readers, anywhere, to send in problems in tinshop patterns which they have encountered in their work. These will be discussed in the order in which they are received by Mr. Finnigan, and he will present diagrams showing just how the required patterns should be drawn. All these problems should be addressed to the Editor.

In next week's issue of Hardware and Metal, there will appear an article by Mr. Finnigan, showing how to draft the "Pattern for 'T' Joint Pipes of the Same Diameter."

Purchase Order No.	Dept..... Dept. Foreman	Date
Quantity	Description	
For what purpose		Wanted by what Date
Approved	Shop Foreman	Approved

Form S 101-2m-10-07

Requisition for Purchases

Fig. 2.

Hardware Letter Box

Perfection Wall Plugs.

Wells & Wells, Dresden.—"Can you tell us where we can get Perfection Wall Plugs?"

C. W. Noble, Home Life Building, Toronto.—Editor.

Babbitt Metal.

A. S. Hunter & Son, Durham, Ont.—"Please advise who makes 'Miller's High Speed Babbitt Metal, also Magnolia Metal?'"

Magnolia is made by Magnolia Metal Co., 225 St. Ambroise St., Montreal. Miller's High Speed Babbitt Metal is manufactured by Canada Metal Co., Toronto.—Editor.

Glass for Counter Show Case.

P. McL. Cummings, Cobden, Ont.—"Please tell me through Hardware and Metal, where I can get glass for the front of a counter show case, about half-circle."

Toronto Plate Glass Importing Co., Consolidated Plate Glass Co., Toronto; Hobbs Mfg. Co., London; A Ramsay & Son, Montreal.—Editor.

Order No.	**Dept. D.**	Date	Productive Service
Man's No.	NAME		Detailing
Quantity	Work Done		Cutt'g Patter's
			Laying Out
			Dabbing
			Braking
			Hammering
			Soldering
			Forming
Damaged			

6 | ½ | 7 | ½ | 8 | ½ | 9 | ½ | 10 | ½ | 11 | ½ | 12

12 | ¼ | 1 | ¼ | 2 | ¼ | 3 | ¼ | 4 | ¼ | 5 | ¼ | 6

	HOURS.	RATE.	AMOUNT.
Approved			
FOREMAN			

Fig. 3.

HARDWARE TRADE GOSSIP

Ontario.

Thos. P. Bowden has bought out the saddlery business of John Coedy, Oshawa.

The tender of Ingram & Davey to furnish hardware supplies for the light, heat and power department, St. Thomas, was accepted. The firm's figures were $1,008.74, the lowest received.

Aikenhead Hardware, Ltd., Temperance Street, Toronto, is always right up with the season in the matter of window displays. This week they are showing lawn rollers in one window.

Brewster & Co., St. Thomas, held a large sale on Saturday, which marked the opening of a 25c department. Among the articles sold at a reduction were band saws, knives, tools, roller skates, etc..

The Port Arthur News gave considerable space in a recent issue to sketches of the business men of that place. Among the hardware firms mentioned were the Fallis-Foote Hardware Co. and the Dunn Hardware Co.

Hon. Frank Cochrane was a visitor in Sudbury during the week. While there he attended meetings of the Wahnapitae Power Co. and The Cochrane Hardware, Limited. He spent Tuesday at the Wahnapitae Power Plant.

The Big Four Amateur Hockey League championship, Port Arthur, was won by the Wills & Emmerson hardware team. The champions lined up: Goal, Odmark; point, Berlette; cover, Clark; right, Wills; centre, Dowling; left, Williams. They won five games and lost one.

A Montreal paint manufacturer received word this week that a Western Ontario dealer was so pleased with the advertisement of this particular line of paint in the spring special number of Hardware and Metal, that he had cut it out and framed it and was hanging it in the front of his store.

In order to accommodate their rapidly expanding business, H. Wolfhard, one of Berlin's leading hardwaremen, has moved to more modern and spacious quarters at 17 King Street, west. The new store will include space on two floors. The firm go largely into plumbing and tinsmithing as well.

David Jamieson, who has been employed for some time by Bernhardt & Gies, Preston, is leaving them to start in the plumbing business on his own account in Berlin. Before leaving, he was presented with a gold-headed umbrella and an address. The presentation was made by Miss Harris and the address was read by W. A. Spalding.

J. R. Hambly, Barrie, whose store was burned out recently, was in Toronto this week. Mr. Hambly is already located in a temporary store and is holding sales to clear out his old stock. The work or remodeling the old store is already under way and he expects to get in by the first of June. When the alterations are completed, the store will be one of the finest in the province.

Wm. Richardson has decided to remain in business at Underwood, instead of leaving, as was at first expected, on account of having to give up his former store premises. He is going in for a bigger store than ever, and, to this end, he has purchased the hardware and repair stock of Brill Bros., which he will add to his general stock. Mr. Brill will continue with Mr. Richardson and have charge of the repairing.

Quebec.

W. A. Fish, tinsmith, of Richmond, Que., is giving up business.

While patrolling St. Denis Street at 2 o'clock Wednesday morning, Constable Savard routed two burglars out of the hardware store of Loiselle & Co. The two ran away and the policeman fired, bringing one of them down. Nothing had been secured from the store.

Maritime Provinces.

Richard M. Irwin, who for the past two years has been manager of the retail store of McLean & Holt, St. John, N.B., has severed his connection with that firm and taken charge of the stove department of Emerson & Fisher. His fellow employes presented him with a fine fountain pen.

Western Provinces.

C. S. Noble, hardware dealer, Noble, Alta., has sold out.

Wednesday half holidays begin next week in Vernon, B.C.

Mair & Burton, of Minnedosa, Man., have disssolved partnership.

Hill & Morey, hardware merchants, Langdon, Alta., have dissolved.

Wright & Johnson have started a tinsmithing business in Winnipeg.

Ellis & Fossum are establishing a hardware business at Sovereign, Sask.

J. & J. Field, of Bradwardine, Man., have sold out their hardware business.

Mr. McLean, Winnipeg, will open a hardware store, shortly, at Simpson, Man.

P. N. Whithing has bought the hardware business of G. S. Smaill, Lang, Sask.

Smith & McLaren, of Yellow Grass, Sask., have been succeeded by McLaren & Son.

It is reported that J. A. Sutherland, of Crossfield, Alta., has sold his hardware business.

Knudson Bros., tinsmiths, Norwood, Man., have been succeeded by the Norwood Heating Co.

The hardware business of the late R. Hamilton, Emerson, Man., is being closed out by the estate.

E. P. Paudin, Dauphin, Man., is starting in the tinsmithing, heating and plumbing business at Regina.

The Togo Supply Co., dealers in hardware and implements, Togo, Sask., have been succeeded by Law Bros.

T. McAvity & Sons, Ltd., wholesale and retail hardware merchants, St. John, N.B., have opened a branch at Winnipeg.

The Regina Trading Co., Regina, Sask., have disposed of their tinsmithing department, to the Greater Regina Sheet Metal Works.

M. Johnson, of Alyesbury, is going to establish a hardware store at Talmage, Sask. He intends to begin the erection of a building at once.

Spackman & Rowe, Ponoka, Alta., have sold their hardware and furniture business to L. B. Courtwright. The partnership of Spackman & Rowe has been dissolved.

A fire broke out in the hardware store of Denmark & Burton, Langenbury, Sask., early on the morning of April 4. It is estimated that there will be a total loss of $30,000. Adjoining buildings were badly scorched.

The cause of the fire in the hardware store of Armstrong, Smyth & Dowswell, Regina, is, as yet, unknown, although it is thought that defective wiring may have started the blaze. The loss is estimated at $35,000.

Dickey & Anger, Gowen, Sask., have acquired the upper flat of the store in which they are carrying on their hardware business and carpenters are busy remodeling this portion of the property into a tinshop and store room.

Camrose, Alta., is being made headquarters by a large number of commercial men. Mr. Richardson, of the Somerville Hardware Co., is covering his territory from that point and Jas. Carver, of the Calgary Saddlery Co., is doing the same.

E. Crossley, of the hardware firm of Crossley & Johnston, Oxbow, Sask., who recently were burned out, has returned from Winnipeg. He says that the insurance companys have acted very fairly. The firm are now holding a big salvage sale in the basement of the Greer block.

The hardware and harness business, conducted by Dostaler and Lessard, Vegreville, Alta., has been taken over by M. Bertrand, recently of Edmonton. Mr. Bertrand intends increasing the scope of the business by the addition of a harness repair shop, the erection of which will commence as soon as the weather permits. M. Dostaler will remove to Edmonton.

Contractors Blanchard and English have a force of carpenters at work on the hardware and implement block of A. Fulton, Enderby, B.C. The building will be 55 by 120, giving 11,000 feet of floor space. It will be finished with metallic sheeting and with large plate-glass front. Mr. Fulton hopes to have his machinery under cover in the new block by April 15.

A wholesale company, capitalized at $50,000, has been formed at Lethbridge, to carry on business in large mill and mine machinery, contractors' supplies and hardware. E. T. Powers will be manager and W. R. Cunningham, formerly C. P. R. superintendent, will be secretary-treasurer. New offices are being built on Crabb Street, and a warehouse will be secured in the hardware section.

News and Methods of Canadian Hardwaremen

St. Thomas Firm Conduct Successful Spring Opening—Tenders Invited on Hardware by London Aldermen—Kingston Council Helping Gas Stove Business—Coal Oil War at Lucknow.

A SUCCESSFUL SPRING OPENING.

St. Thomas.—The annual spring opening at Ingram & Davey's hardware store is estimated to have been the most successful yet held. It was held on Saturday, April 1, and probably five thousand people passed through the store during the day. Souvenirs were handed out to all of them.

The store had been decorated to fit the occasion, and the orchestra of Tony Cortese, Jr., London, had been secured for the afternoon and evening. The feature of the opening was a series of demonstrations. W. H. Davey, demonstrator of "Lacqueret," was a busy man, as he handed out no less than 1,200 carnations to the lady visitors, and a drawing book and paper house to every child. Mr. Worsell and Mr. Towe demonstrated Minerva paints for the Pinchin-Johnson Co. Neponset Paroid composition roofing was shown by Mr. McKay. F. H. Cristler was on hand to show Detroit Jewel gas stoves, and handed out yard-sticks to each visitor as a souvenir. H. C. Woodside, Canadian manager of the Pittsburg Perfect fence, gave short addresses on the advantages of his line.

Ingram & Davey gave away on their own account about 1,500 stickpins, in the form of a very pretty coronation pin, (G.R.) surmounted by a crown.

WILL INVITE TENDERS.

London, Ont.—Engineer Wright holds the opinion that a change ought to be made in the system of purchasing the hardware supplies for his department, and in a communication to the board of works Thursday night he pointed out that there was a good deal of dissatisfaction among the city hardwaremen on account of it. He recommended that in future tenders be invited for whatever is required, and that any miscellaneous articles required in addition be purchased from the successful tenderer, provided he will sign an agreement to give the city the usual discount.

The members of the board of works discussed the proposal favorably and it will doubtless be adopted.

George White & Sons, Limited, have decided to erect a $20,000 addition to their present large plant on Cabell Avenue. This will be for use as a foundry. The company was recently granted fixed assessment by the city.

ADVERTISING GAS STOVES.

Kingston, April 14.—Gas stoves are being extensively advertised for the local merchants, in a little booklet, which has just been issued by the chairman of the civic light, heat and power committee, Ald. R. F. Elliott, of the firm of Elliott Bros., hardware and tinsmiths. "Cook with gas" is the advice given the people of Kingston. An advertisement in the local newspapers is also booming the gas, and as a result of the printer's ink, the local merchants have sold quite a few new stoves.

The gas department of the city is flourishing since Ald. Toye gave the city dollar gas, and the present committee, under Ald. Elliott, wants to increase the output still further this year. The people have to be told of the benefits to be derived from the using of the gas, so the matter is advertised.

Elliott Bros. were awarded a contract this week to tear down an old building at the corner of Brock and King Sts., where the new Bank of Commerce will be erected.

A COAL OIL WAR.

Lucknow, Ont.—Grocers and hardware men of Lucknow are engaged in a price-cutting war over coal oil. For many years the two hardware stores by which the village is served did practically all the trade in this line, and oil sold at 20 and 25 cents per gallon for Canadian and American, respectively. Recently, however, the grocers "cut in" on the trade; a new co-operative delivery system, with which the hardware men are not associated, resulted in a diversion of trade in the grocers' favor, and Canadian oil is now quoted by them at 12 cents per gallon, American at 14.

WILL ENLARGE STORE.

Toronto.—F. H. Moses, Broadview Ave., is intending to make an addition to his hardware store this spring. His plans include the extension of the store at the rear some 30 feet, and the changing of the present store front. He intends to deepen the window and case it in at the back. This, he believes, is the only method to get fullest satisfaction. When there is nothing to cut off the window from the store, the glass readily steams up. To counteract this, an upper skylight has to be opened, and this allows dust to enter in clouds and causes draughts in the store.

Mr. Moses is also planning to install new fixtures.

STORE WAS GUTTED.

Portage la Prairie, Man.—Fire broke out at 4 o'clock Friday afternoon, in the hardware store of J. O. Cadham. It started in the basement, but it followed the elevator shaft and stairway to the ground floor, and then to the store-room and tinsmith shop on the first floor. Shortly after the fire started, there was a sharp explosion, and it was feared that the flames had reached a small supply of shot-gun ammunition. Mr. Cadham and his clerks, however, had removed all the combustibles in time.

The loss on the store is covered by insurance, but the stock was only partially insured. During the previous week at least $6,000 worth of goods had been taken in, on which no insurance had been placed.

HARDWARE STORE BURNED OUT.

Regina—Following an explosion in the hardware store of Armstrong, Smyth & Dowswell, Scarth Street, a fire broke out, which did serious damage to the store and endangered surrounding buildings. The fire brigade fought the flames for two hours, from 1 o'clock in the morning until 3, and finally got the blaze under control. It was feared that other buildings would suffer, but Armstrong, Smyth & Dowswell had taken every precaution to prevent spreading. A fire wall had been constructed 80 feet back from the front, equipped with automatic fire doors. Back of this wall, on the third floor, was stored the ammunition and woodenware. Fortunately, the fire started in the front and was checked by the fire wall, otherwise the building would have been destroyed.

The building was a comparatively new structure, built by the firm, and especially designed by them for the hardware business. It was undoubtedly one of the finest and best equipped hardware stores in the country. The firm moved in last February.

The building cost $26,000, and it was insured to the extent of $20,000. At the time of the fire the firm carried a $35,000 stock, and on this another $20,000 of insurance was carried.

NOTICE TO SUBSCRIBERS.

A man who signs himself as W. Keppel White, is taking collections, renewal and new subscriptions, for the MacLean publications in the Maritime Provinces, without any authority. The assistance of any subscriber in locating this man will be appreciated.

METAL WORK AND ETCHING.

Under this title a very instructive little cloth-bound book has just been issued by the Popular Mechanics Co., Chicago. It contains eighty-eight pages, written in simple, non-technical language, and it furnishes diagrams and instructions for making, in metal, such articles as book ends, desk sets, stationery racks and letter holders. In each case, a good illustration is given of the completed article, so that but little difficulty should be experienced in carrying out the instructions satisfactorily. The text and illustrations are up-to-date, and have been revised by the Editor of Popular Mechanics.

The book may be obtained from the Technical Book Department of The MacLean Publishing Co., Montreal, Toronto and Winnipeg.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52.

Montreal.

Linseed Oil.—Price easier.
Tin.—Advanced 1c per lb.

Toronto.

Tin.—Advanced 2 cents.
Linseed Oil.—Showing a weakening tendency.
Imported Pig Iron.—50c reduction.

MONTREAL.

Montreal, April 7.—The stronger feeling in regard to tin, mentioned last week, is more manifest at the time of going to press for this number. In the primary market a higher price has been quoted and locally tin ingots are advanced one cent per lb., being now 45½ cents a pound. The situation is regarded as quite firm although the tim market is manipulated. Tin plates are also firm.

The iron market shows rather more activity and some fair sized lots of English iron will arrive by first incoming vessels. Owing to the accumulation of stocks in English ironmasters' hands prices quoted are comparatively low. Receipts of Scotch iron will be rather small.

Dealers in other metals report business slightly quieter this week, but attribute this feeling to the weather, which has not been seasonable. With real spring conditions it is felt that the total trade will be good.

New record outputs in nearly every department were made by Nova Scotia Steel & Coal Co. for the first quarter of 1911. If the present record is maintained the output for the present year will far exceed the records made last year.

Pig Iron.—The reports from Canadian furnaces show that business conditions continue satisfactory. There is little change to report from last week. Foundries are demanding considerable pig iron and it is noted that there have been recent reports of Canadian orders for steel going across the line and also that this action has been reciprocated. Prices for future pig iron on dock, Montreal, are quoted as follows: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.75 to $17.

Tin.—This market has become stronger since last week, the primary quotations going up considerably, and locally the price of tin has been advanced. The condition in regard to tin plates and sheets continues firm as referred to last week. The price quoted here is 45½ cents.

Copper.—There is not much to report in regard to copper. Demand is good, the market being fairly active. The United States situation has improved and the primary market shows an advance.

Spelter.—This metal has not changed much in so far as the market conditions are concerned. It continues quiet with practically no change.

Lead.—Lead has been dull for some time and has been losing rather than gaining ground. Local conditions are reported without any material change.

Scrap.—Old materials are quiet and show practically no change.

Prices are normal, thus: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, April 5.—There is a good volume of business being done locally. Orders are coming in freely and for large bulk. Now that the opening of spring is at hand, the factories are running longer hours and with a fuller complement of hands and the demand for metals consequently is showing an increase.

Little discussion was provoked here by the announcement of the intention of the Dominion Government not to renew the iron and steel bounties. It is not thought that the decision will have any effect on the local netal market adverse or otherwise.

Prices have remained firm in most metals. Tin went up a couple of cents and now stands at 46, just one cent short of the high water mark reached a month or so ago. Some lines of old country pig iron are selling 50 cents cheaper, as a result of the easier freight rates, brought about by the opening of navigation.

Tin.—This metal went back to 46 cents this week and looks good for further advances. It is anticipated locally that tin will yet reach the 50-cent mark. There is, at present, a healthy demand and it does not appear likely that any price developments will check the trading in this metal.

The advances on the London market have come as the result of a visible shrinkage in the supply from the east. A decrease of 578 tons was shown in the last month and this, in the face of continued heavy American consumption, had a natural tendency to put the price up.

Antimony.—The market in antimony is so absolutely dull that all interest has been lost in it here. There is, at best, but a small demand at any time and the syndicate operations have not helped any. It is still asserted that the syndicate holds control, but nothing suffices to budge the price above the 9½c. mark. It is asserted locally that this is a fair price for antimony; the quotation of 8 cents, which prevailed before the syndicate was formed, was considered to be too low.

Copper.—The demand continues strong and healthy. The price continues steady and reports from the supply markets are to the effect that the demand is keeping pace with the supplies, so that the danger of over-stocking does not seem so pronounced as last year.

Plates and Sheets.—The chief feature of interest here is the difficulty that Canadian firms are having in getting orders for Canada plates filled. One firm received about a month ago, a shipment which had been ordered in July, 1910. The supply received,, however, only partially covered the order and word has now been received that the rest has been shipped. Difficulty is also being found in getting orders filled in the United States, as the tinplate mills there are busy.

Pig Iron.—There is now a good demand and enquiries in large number are being received. A reduction of 50 cents is quoted this week in old country iron as a result of lower freight rates. Prices now stand as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrow and Glengarnock Scotch irons are at $20.00 and $22.00 respectively.

Other Metals.—No change is noted in the lead and spelter markets. Small orders are being received in sufficient number to make business satisfactory for this time of year.

Old Materials.—The situation is unchanged. Quotations to-day are: Heavy copper and wire, 10c.; heavy red brass, 9¾c.; heavy lead, 3c.; light copper and bottoms, 9¾c.; tea lead, 2½c.; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7, stove plate, $13.

BUSINESS QUIET IN U. S.

Cleveland, O., April 6.—The Iron Trade Review to-day says:—There has been no noticeable decline in mill operations during the week, although consumers are buying cautiously and the railroads are confining purchases to cover urgent needs. The market as a whole, is extremely quiet, and, while orders are being received in sufficient volume to keep the mills running at practically the same rate as a month ago, business is being handled in a quiet manner and there is little excitement. Prices on finished materials have been well maintained although developments during the first two days of this week strongly indicate that concessions have been made on open-hearth sheet bars and on sheets for early shipment. Quotations an several grades of scrap have been reduced and heavy melting steel has sold as low as $13.25, delivered, Pittsburg, as compared with $15, in February. The past week has been one of the quiestest in several months as far as the pig iron market is concerned. Notwithstanding that consumers have comparatively little iron on hand, they are showing little interest in the situation.

The one encouraging feature of the situation is that stocks in consumers' hands are low, and furnace interests look for increased buying for second-quarter delivery about April 15.

The Ontario Gazette contains notice of the increase in the capital stock of the National Iron Works, from $200,000 to $1,000,000, by the issue of eight thousand shares of new stock of $100 each.

HARDWARE MARKETS

MONTREAL.

Montreal, April 7.—The wholesale houses are busy sending out goods that were ordered during previous months. Activity is so marked that those who may perchance receive their goods a few days later than they had expected would forgive the oversight if they realized the amount of goods that is to be sent out. New orders are not coming as freely as they might and blame centres upon the weather man who has by no means relaxed his winter tendencies. This idea of winter lingering in the lap of spring is anything but poetical in this part of the country and when one is reminded that we have now had but little less than a half year of cold weather, spring is doubly welcomed. Ontario and the eastern provinces have been held back in those operations which go to brighten the hardware trade. But the trade is optimistic and are really not murmuring. Generally speaking, they have about as much as they can attend to, though they are always looking for more.

Contractors' Supplies.—There are quite a number of orders going out that are largely contractors' supplies. Pullies, picks, shovels, and the general heavy goods required in railway construction are in quite good demand. The West is taking quite a percentage of this class of hardware. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5 75 and upwards.

Household Utensils.—There is a healthy trade passing in this department. There are not many orders that do not include some lines of household utensils. Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt. $2.05, 4-qt. $2.50, 6-qt $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25, less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Carpenters' Tools.—There is an improvement in the demand for carpenters' tools. Quite a number of the orders now being filled in this line were received some time ago but there are too, those which are eleventh hour ideas and they are quite numerous. The real demand from the retailer's standpoint has not yet begun, but it will soon be felt in earnest. The following discounts are about the average: Steel squares, 50 per cent.; auger bits, 47½ to 70, according to quality; augers, short and long-eye, 65; chisels, 75, 10 and 5; draw knives, 75 and 10; handsaws, Canadian make, 35; boxwood rules, $1 15 and upward, a doz.; nail hammers, $2.75 and upward a doz.

Spring lines.—All kinds of spring and summer goods are moving freely. Wire netting, screening, lawn mowers, refrigerators, hammocks, garden hose and a host of other articles are being called for and are already being sent out. This department is well up to the average and the opinion is expressed that business will be better.

Heavy Hardware—Bolts, hinges, nuts, screws, etc., are going out freely and this department is busy. Quotations are the same as last week.

Building Paper.—There is a noticeable demand for all kinds of paper used in buildings. Orders are being filled and new ones received. Business in this department is good.

Sporting Goods.—Orders in this field have been practically all delivered and the new ones that are coming in are receiving prompt attention. This business has been good of late and gratifying reports are received.

TORONTO.

Toronto, April 5.—The very unfavorable weather is not tending to help along business in the hardware line. For the past month weather conditions have been quite bad and dealers have not been ordering as readily as might have been expected at this season of the year. March, 1910, was better in point of sales than the past month but it must be considered that almost ideal conditions prevailed then. It is hoped that the situation will be reversed and that the volume of business during April will exceed that for the same month last year.

At the present there are signs of improvement and as soon as real spring weather arrives, business will start in earnest.

Seasonable Lines.—There has been a fairly active movement to all spring lines. Garden hose, spades, axes, wire fencing, sprinklers, mowers, rakes, shears, etc., are selling well. There is also a growing demand for larger articles such as refrigerators.

Household Goods.—Graniteware and tinware lines are selling well. There is, of course, more or less demand for such goods at all seasons of the year, but in spring, the call becomes more pronounced. In house-cleaning articles, business is brisk and there is a growing demand for vacuum cleaners. Up to the present, sales of vacuum cleaners have not been overly heavy, but the demand now shows that the public is becoming educated to use them. Ice cream freezers are moving fairly well. Meat choppers, pots, pans, clothes wringers, washing machines and kettles are among the lines now selling.

Builders' Hardware.—There has been a good demand in this department. Fair or foul weather, the contractors have been starting to work and consequently there has been an active call for tools and contractors' supplies. The demand has been helped along considerably by the fact that all trades are now active and factories are running full handed.

Heavy Hardware.—The demand for bolts, nuts, screws, wire, etc., has been seasonably good. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—The stove trade is proving very good, particularly in gas ranges. There has been a heavy call and large shipments are now the order. The western Canada trade has developed very rapidly of late and is now serving to keep the manufacturers busy.

Sporting Goods.—The occasional bright days, and the fact that the newspapers are talking summer sports, have helped to offset the generally bad weather in fostering an interest in sport. Consequently, there has been a fairly active demand for all kinds of sporting goods. Guns, ammunition, baseball and cricket supplies, lacrosse sticks and tennis supplies are moving well and there are evidences that the coming week will see a big increase in the volume of business being done.

RUMOR OF A NAIL MERGER.

An unconfirmed report from St. John, N.B., sent out by the publicity department of that city, reads as follows:

"The very interesting statement is made that a syndicate, headed by Sir Henry Pellatt, has made a substantial offer for the property of the Maritime Nail Company at St. John. It is stated that this is part of a plan to take over the independent nail works located at St. John, Toronto, the head of the Lakes and Vancouver, and form a combination which would be able to serve the territory east and west with a great saving in freight. The statement, however, is not yet confirmed."

A TYPOGRAPHICAL ERROR.

The Magnolia Metal Company point out an error that was made in their April advertisement by the misplacement of a decimal, which has an important bearing upon the figures shown in the table under heading of "Coefficient of Friction"—"A" White Brass—in the test by the United States Government, using water as a lubricant. The figures under this heading should read as follows:—

Magnolia No. 1	0.00159375
Magnolia No. 3	0.0049479
"A" White Brass	0.0198916
Magnolia No. 1	0.00080208
Magnolia No. 1	0.00129166
Magnolia No. 1	0.0024727
Magnolia No. 1	0.00275

TAKING A TRIP ABROAD.

Edward Gurney, president of the Gurney Foundry Co., Toronto, has left this week, on a tour of Europe. He will be absent about six months.

The Western Hardware Market Situation

Spring Buying is in Full Swing—Big Demand for Builders' and Contractors' Supplies—Manufacturers Being Hard Pressed for Deliveries.

Winnipeg, April 6.—As spring advances the activity in the hardware trade is becoming more pronounced. The spring ordering is now at its zenth, and a much wider range of goods are in demand than it is possible for us to quote here. Building operations are now under way, and great progress is anticipated in this work everywhere throughout the West. As a consequence, retailers are of the opinion that it is almost impossible to overstock in builders' hardware and contractors' supplies. It really is impossible to overstock in many builders' hardware lines, as the stock is not to be had. and manufacturers are already being pressed for goods which are not yet turned out.

The ordering in harvest tools, shovels, picks and crow-bars is very heavy this week.

We are unable to make any change in the wire quotations yet, as every one is waiting for navigation to open, when new prices will surely be made. Horse shoes have been advanced owing to the stiffness in the steel market, and the price quoted here is held firm. There is no change in the price of rope, which was recently reduced, but it is not anticipated that further reductions will be made

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾oz., $4.80; Queen's Head, 28, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $5.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope.—Sisal, 8¼c; pure manila, 10¾c; British manila, 8½; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28. full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

There is a very brisk movement in the mixed paints this week, and this characterizes the general paint trade. Varnishes, and shellacs are close seconds, and a good, steady trade is going on, which will increase as the building operations advance. Putty is very quiet just now, but will open up steadily as the season advances. Putty, bulk, in barrels, is quoted at $2.75 to-day. White lead is steady, quotations being $5.75 to $6.50.

Turpentine has made another advance of 5 cents and this practically means that there is very little genuine turpentine on the market. There is plenty of adulterated stuff on the market, and there are also many commendable substitutes that are giving satisfaction. Both jobbers and dealers alike, however, will be glad to get hold of some pure turpentine should the occasion only present itself, as they are of the opinion that there is nothing like the pure stuff. The quotation to-day $1.40.

Linseed oil is holding firm, but unchanged on the local market. The price to-day is $1.25 for raw, and $1.28 for boiled. Local houses do not expect further advances at present, as there has recently been a slight weakness in the seed market.

WHAT CLERKS ARE DOING.

John Giles and Don Campbell, formerly of Fredericton, N.B., have decided to establish a general hardware business on the line of the C.P.R., near Golden, a town about forty miles west of Calgary.

Clarence McCutcheon, of the Bond Hardware Co., Guelph, left on Monday for Hamilton, where he has secured a position in the hardware department of the Stanley Mills Co.

Arthur McKenty, Norwood, has accepted a position with the Peterboro Hardware Co. He has been for some years in the employ of J. W. Rork.

Will Bentham, hardware clerk, Flesherton, Ont., has moved to West Toronto.

Mr. Myers, Toronto, has taken a position in Port Arthur as accountant for the Barnes Hardware Co. He was organist and choirmaster at St. Matthias Church, Toronto.

Large Profits to be Made in Carriage Paint

This is the Best Season of the Year for the Sale of This Specialty—How One Ontario Dealer Doubled His Business in Carriage Paint—Some Unique Methods —The Uses and Abuses of Circularization.

Saturday is generally the busiest of all days in the hardware store. Nevertheless, one Saturday morning last spring a clerk, in an Eastern Ontario store deserted his post at about nine o'clock and repaired to the local market. He remained away the greater part of the morning and then returned to the store, to be greeted, not by a curt announcement of his summary dismissal—as he would seem to have deserved—but by a bland smile of approbation from the proprietor.

The clerk's absence from duty in the store and the proporietor's quite apparent approval of same, were the result of a plan that had been formulated to push paint sales by a little outside work. On reaching the market, the clerk had gone from end to end and had made note of the condition of each vehicle there. If a wagon or buggy looked as though it needed paint very badly, the clerk made enquiries and found out the name of the owner. At the same time, he gave to each and every one on the market a neat booklet on the subject of carriage paint. When he returned to the store, he had a fairly complete list of the farmers in that section, who had vehicles, which were in need of paint. The merchant lost no time in following up the information thus obtained. He wrote a letter to each man on the list, giving a few forceful arguments and quoting prices. As a "clincher," he announced that on the following Saturday he was holding a carriage paint sale. All paints for carriages would be sold at a slight reduction in price, provided that a certain quantity was taken. In order to get the town people interested, he advertised the sale in the local papers.

When Saturday came, he had both windows of the store arranged to suit the occasion. In one window was a neatly laid out stock of carriage paints, brushes, etc. In the other a number of household articles were displayed including a table and a chair or two. Each article had been half painted and the other half left in its original condition, thus showing in practical and striking manner, the splendid results that could be obtained by the use of paint. At the back was part of a picket fence, which was also bright with a new coating. Everything in the window had been done with carriage paint, as a sign, prominently displayed, attested. Another sign in the window read: "If you have any paint left over after doing your carriage, it can be used to good purpose."

The writer learned of the methods employed by this merchant from the manufacturer who supplied the paint. The latter has been led to make enquiries by the unusually large amount of carriage paint that was being ordered. The merchant had more than doubled his sales of the previous year.

A Profitable Line.

Carriage paint is the most profitable of specialties to handle. It is one of the largest sellers and it carries a bigger profit than most lines. In the spring time, particularly, there is always a good demand, and this demand can be increased if the dealer takes any steps whatever to stir up business.

Carry Quality Goods.

The most important point in connection with carriage paint, is the wisdom of handling the best quality. In no other line will poor quality assert itself so quickly. Vehicles are subjected to constant exposure and the most trying of tests. They become coated with mud and must frequently be scraped and washed. Carriage paint, as a result, must possess an unusual degree of durability. If, when his wagon has been washed for the first time after being painted, the farmer finds that the gloss has been dulled and the appearance of newness already obliterated, he feels that he has been "done" by the dealer who sold him that poor quality paint. Cheap carriage paint will soon be detected. And the dealer will reap the blame in full measure.

The first consideration then is to carry a good line of paint. The second is to see that enough of it is sold.

There are many methods adopted to bring this line to the front. In the first place, the dealer should see to it that his own delivery wagon is kept spick and span. It becomes then a constant advertisement. One ingenious merchant conceived the idea of painting one side only of his delivery wagon, leaving the other side and two of the wheels in tarnished, muddy condition. The vehicle was driven around for several days in this "'arf-and-arf" condition and attracted much attention.

One of the most effectual methods, of course, is to arrange suitable window displays.

The Sending of Circulars.

Much good can be done by sending lists of prospective customers to the manufacturer, for the latter to send literature to. This practice, however, hgs been much abused.

Dealers often send lists that are absolutely out of proportion to the amount of business that can be done in that district. Some actually send in the voters' list for their riding and expect the manufacturer to circularize the whole countryside. In a list of such proportions, there are probably ten per cent. who have moved away, died or changed their address. At least fifty per cent. are people who do not own property of any kind, and of the remaining forty per cent., a good half are not likely to invest in paint. To be useful, lists of names should be carefully selected. Only men that can reasonably be called prospects, should be included.

"Last year a certain dealer bought about $25 worth of paint from us," said a Toronto paint manufacturer, "and sent in a list of people that he wanted us to send color cards to. It looked exceptionally large, so we did a little reckoning and found that the postage alone would cost $30, without figuring on the cost of the inclosures.

"Here is another case," he continued. "We received a list not so long ago which contained not less than nine men of the name of Jones. Well, we sent out the circulars and afterwards found that five of them lived in one house—the father and his four sons. That family should be absolutely steeped in paint literature."

Promiscuous circularization of this kind is far from effective. It is not very likely to produce results and the cost of the circulars and postage is a severe drain on the manufacturer. At the same time, when properly directed, this method is extremely useful in building up a good business. Pick out a number who are likely to buy paint and have literature sent to them and results will follow. But reasonable care should be taken in making out the lists.

Now is the Time.

In connection with the sale of carriage paint, no time should be lost in getting after the business. This is the time of year when the buggy and wagons are taken out from their winter retirement and put into active use again. If the owner starts to use his vehicle now without fresh paint, he is more than likely to continue doing so all through the summer. He is more liable to invest in paint before taking his buggy out for the first time and consequently this is the best opportunity that the dealer will have to make sales.

TO LECTURE ON FLAX.

The Board of Trade of Medicine Hat has decided to assist the linseed oil mill, which is being opened there, in securing raw material. Much difficulty is being experienced by the crushers in getting supplies as not enough flaxseed is grown. The crops of late years, particularly 1910, have not been sufficient to supply the demand and, as a result, the price of oil has gone up.

At the present time, a movement is on foot to create more interest among farmers in flaxseed growing and a campaign is being waged through the western provinces and American States. The Medicine Hat Board of Trade has decided to assist in the work and has arranged with the Provincial Government to send a practical flaxseed grower to deliver a series of addresses to farmers on the question of flax culture.

TO PRESERVE WOOD.

W. E, Clark, general manager of the Carbon Oil Works, Winnipeg and Toronto, recently waited on the Winnipeg Boarh of Control with a proposition from his company to start a plant in that city for the treatment of wood with a new preservative method.

PAINT WINDOW THAT DRAWS ATTENTION.

A really new idea in displaying paints, has been featured by Gordon Colville, in a window dressed by him for W. G. Colville Co., of Fort William.

A representation of an airship, is the pivot of the whole display. This has been accomplished by covering an umbrella frame with white cheese cloth, to represent the gas bag, while the cords which run down from the ends of the steel ribs support a galf gallon can of mixed paint, in lieu of a basket.

Pasted on the white cheese cloth, between the ribs, are covers of paint cards, advertising the line of paints carried by W. G. Colville Co. A Teddy Bear seated contentedly on the paint can, with a small paint brush in his paw, completes the balloon, which is kept revolving by a current of air from an electric fan situated in the corner of the window. The fan may be faintly distinguished in the accompanying cut, behind the parachute, and a little to the right. When the balloon revolves



the wooden paint paddles, which are attattached to the tips of the umbrella ribs, swing out wide, and add quite a spectacular feature to the display.

Directly under the balloon, is an iron of white lead, and beside it on one side, is a large bottle of linseed oil and, on the other, a similar bottle of pure turpentine, thus bringing to mind, the principal ingredients of mixed paints.

In the fore ground of the window, are several pattie pans filled with various dry colors. A small V-shaped ticket inserted in these pans gives the name of each color. The background is made up of cans in varying sizes, of the line of mixed paints carried by W. G. Colville Co. This window is one which is bound to attract attention and it should result in a good run of paint sales.

THE MAKING OF LAMPBLACK.

Ten million pounds of lampblack is an enormous quantity, when it is considered how bulky this article is. Yet, that figure represents the annual output of the Wilckes, Martin, Wilckes Co.'s large plant, at Camden, N.J., said to be one of the largest manufacturing establishments of its kind in the world.

The growth of this concern has been remarkable, as it was only in 1901 that the business was established. At that time, the Messrs. Wilckes, in conjunction with Mr. Wegelin, who was connected with a large European lamp-black business, established over forty years, determined to enter upon this line of business in the United States. After investigating many sites for their factary, they finally decided upon Camden, N.J., on account of its excellent water and rail facilities.

From the first, the business was successful, due largely, to the experience of its principals, which obviated the necessity of experimenting. In 1904, Mr. Wegelin, owing to the death of his father, returned to Germany, to look after his interests there, and L. Martin, of Germantown, who had also been connected with the manufacture of lampblack for many years, succeeded Mr. Wegelin in the business.

In 1905, the entire plant had to be duplicated to meet the increasing demand for its products, and, in 1910, another extension was required, the result being the erection of what is probably among largest single lampblack houses in the world.

The fact that, in eight years the output of the Wilckes, Martin, Wilckes Co. has increased from three million to ten million pounds, speaks volumes for the energetic management of the firm.

NEW PATENTS ISSUED.

The following is a list of patents, granted by the Canadian Patent Office, relating to Hardware & Metal, (March 21, '11), and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

131,706. Geo. H. Knight, St. Johnsbury, Vt. Door Hangers. Geo. H. Knight and S. Lang.

131,723. A. L. Weis, Montor, Mich. Frames for Glass Doors. The Weis Mfg. Co.

TO MANUFACTURE NEW EXPLOSIVE.

Wallaceburg, Ont.—Machinery for the manufacture of Carlite, the new explosive, is now on the way and will it is expected reach here in a few days. The Dominion Carlite Co. will at once commence the building of a factory. Those interested in the enterprise are: D. A. Gordon, M.P., H. Weise and J. M. Hess of Wallaceburg; and H. P. Bostaph, Windsor; Count von Oppersdorff, Berlin, Germany, and Reinold de Toll, London, England, the owners of the European patents.

Several tests of the explosive have taken place. Its chief quality, according to the claims of the company, is that, while powerful, it is perfectly safe. It cannot explode through pressure, shock, self-combustion or fire, but only through means of a blasting cap and fuse. It will work just as well, it is claimed, in or out of water, and rust and heat have no influence on it.

GOOD WORK OF B. C. ASSOCIATION

Vancouver, April 7.—The benefits of organization are being felt to a greater degree by the hardwaremen of Vancouver since the appointment of R. D. Dinning as secretary. Mr. Dinning being secretary of the Retail Grocers' Association, has trade matters pretty well in hand and knows the little odd points on which the dealers must come together, that they may get their full measure of business with as few losses as possible.

At the last meeting of the directors, he brought up the point of grocery stores in the suburbs putting in a few kegs of nails and such hardware as the ordinary man might use at this season of the year. This stock is small and carried only as a sideline, yet the grocers get wholesale prices. Since this is not their source of trade, they can cut prices, which militates against the regular hardware dealer. It is proposed to have representatives of the wholesalers meet with the directors at the next meeting and discuss this matter.

The subject of using mechanic lien forms on al ocassions was also considered. There is an unusually large amount of building going on, and while there are many contractors whose credit is unimpeachable, there are others not strictly in the first class. To secure protection, it is felt that the only way to do is to file the lien every time on good, bad and indifferent. To secure co-operative action the Lumber Manufacturers' Association and dealrs in builders' supplies will be conferred with.

Another point of interest discussed was that of members dealing with each other. It is common when a dealer is out of a certain article for which there is a call for him to send to another retailer and get the accommodation. Just what arrangement dealers will work under will be decided, whether the full retail price will be charged, or cost price plus ten per cent., or some equable common basis. As long as it is known what the arrangement is, and that it is uniform, it is felt that there will be general satisfaction.

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M (MAPLE LEAF) **L** **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M (MAPLE LEAF) **L** **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M (MAPLE LEAF) **L** **Elastilite Varnish**

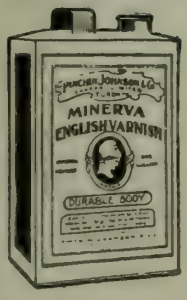
No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Lists, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET



A Word 

to the Wise



is sufficient. A word to you, Mr. Dealer, about

MINERVA

Paints and Varnishes

should be the same thing. We assume that you have secured an enviable reputation by handling honest goods and by employing honest methods. Here's a new paint and varnish being manufactured in Canada. The Pinchin-Johnson Company, of London, England, have been manufacturing Minerva brand for 76 years. The quality of their product is unquestioned. The ingredients of their paints and varnishes are the purest and best obtainable. The manufacturing process is scientific—the machinery in our big, new Canadian factory is thoroughly modern and up-to-date. Large railroad and steamship companies and prominent decorators all over the world use this brand.

It's an attractive proposition for you from every side — reputation and profit. Make Minerva brand your headliner. Write to-day for information and dealers' price list.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. 377-387 Carlaw Ave., Toronto, Ont.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, April 6.—Although the reports from the paint trade are fairly encouraging there are those who admit that there is much room for improvement. The weather has been extremely backward and this the first week in April has been almost mid-winter like, especially in the amount of snow that has fallen. However, the break must be near at hand now and this objection will soon be forgotten. Again, prices seem to have been holding some buyers off the market with the feeling that they would not hold for any length of time. Linseed oil has recently receded and may go down a little lower, but a manufacturer states that the difference will not be material and there will be nothing to be gained by delaying for prices. Turpentine is certainly holding its own and will likely continue so. "Purchasers will be lucky," said one authority, "if prices do not go up."

Linseed Oil.—This market has been weakening of late and is not only lower in first hands, but the prices to the retailer show a reduction. This has stimulated trade a little, but as far as prepared paints are concerned there will not be sufficient difference to warrant a delay in forwarding orders. Linseed oil is now quoted at $1.05 to $1.07 per gal. raw, and from $1.10 to $1.12 per gal. boiled.

Paris Green.—Manufacturers report a good demand for Paris green, orders now coming rather freely. Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50 lb. and 100 lb. drums, 18¼c.; 25 lb. and 100 lb. drums, 18¾c; 1 lb. packets, 100 lbs. in case, 20¼c per lb.; 1 lb. packets, 50 lbs. in case, 20¾c per lb.; ½ lb. packets, 100 lbs. in case, 22¼c per lb.; 1 lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—The demand for arsenate of lead is reported good in spite of the fact that it is opposed in the trade by Paris green. Present quotations are: In bbls., about 800 lbs., 9c.; in half bbls., about 400 lbs., 9½c.; in 25 lb., wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lbs. bottles 13c; in one lb. bottles, 14c.

Turpentine.—This market has been steady at a high price and those who deal heavily in this article are not holding out any hopes of a material reduction for some time at least. The primary market has been steady of late with the quotations unchanged and locally, while same quote prices unchanged from last week, there are some who shade those prices a little. Local quotations range from $1.31 to $1.40 a gal.

Prepared Paints.—Orders for marine paints are coming in freely and are making up to a certain extent for the business in this line that was held back. Reports say that floor paints are in good demand, and that in all lines of prepared paints orders are coming in quite freely in spite of the weather and the market conditions.

White Lead.—There is a good steady business in white lead and white zinc is also coming in for a large share of trade. The prices for white lead are as follows: lots of one ton, $5.85, contracts of five tons and over. $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—This market is unchanged in prices, but putty is in good demand, and orders are coming in satisfactorily. Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, April 6.—There is a decidedly active tone locally. The spring demand is now making itself felt and orders are literally pouring in. The jobbers and manufacturers are plunged into the work of spring shipments and are finding it difficult to keep pace. Orders are pretty well assorted at the present.

The market has seen no price changes this week. There has been, in fact, an unwonted calm. Turpentine has remained stationary, the steady advance in price having been checkd for the first time in many weeks. Linseed oil stands at the same figure, but some talk is heard of future reductions. In both of these lines, the demand has grown considerably, although turpentine orders are still mostly of the hand-to-mouth variety.

Linseed Oil—The tendency toward weakness in linseed oil is more marked, but, up to time of writing, no change has been made from last week's quotations. Raw sells at $1.15, and boiled at $1.18. It is said that local stocks are pretty nearly exhausted and that the jobbers will have to buy within a very few days. They are looking for a slightly declined price, but, in any event, new stocks will hardly arrive here before May. The demand has picked up very fast of late, and the advent of more favorable weather would spell a great rush of business.

Turpentine—The prevailing price is $1.40 for spirits of turpentine. Earlier in the week an advance to $1.45 was contemplated, owing to the high cost of laying the stock down in Toronto, but the change was not made. As to the future price, opinions differ. Some predict lower prices shortly, but one jobber asserts that still higher quotations will be received. The price at Savannah has declined a few cents during the last two or three days. Locally, stocks are sadly depleted, and purchases will have to be made shortly. New stocks will hardly be obtainable, however, sooner than three weeks.

At Savannah, things are very quiet. It is reported that practically no sales are being made, but the supplies are not increasing.

Wood Turpentine—The lower price of wood turpentine is creating some sales. The price quoted here is $1.

Rosin—No further advances are noted in rosins. The increases in the price of turpentine have been followed in rosin, and now that spirits are remaining steady, rosin is also stationary.

Putty—The demand at the present time is so well assorted that even considerable putty is being sold. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead—The demand here is good. Large orders have been placed during the past two weeks, and the constant enquiries received indicate that the need is growing. The price remains stationary, and, with linseed oil tending downward, it would not appear probable that a change will be made for a while at least.

Varnishes and Japans—The spring rush is on in all lines of varnishes, japans, veneers, shellacs and polishes. Despite the handicap of bad weather—and certainly the weather has been bad—sales have been large. Buyers and sellers, alike, are too busy to talk price nowadays, and consequently nothing further has been heard on the score of advances.

Petroleum—Prices are given this week as follows: Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

HARDWARE LEAGUE BANQUET.

Montreal.—The third annual banquet of the Wholesale Hardware Hockey League was held Saturday evening at Kastel's, about one hundred and fifteen being in attendance. Herbert B. Seybold acted as chairman, and among the speakers were: F. Max Hill, Robert Starke, R. B. Coulson, M. Brainard, F. C. Lariviere, A. McFarlane, who responded to the toast "Our Guests;" R. F. Warren, Maurice P. Shea, C. M. Strange, Geo. E. Chaffee, J. F. Smith, Harry Roper, Thomson Robertson, J. F. Arrowsmith, Frank Calder, the Herald; M. Gordon, the Gazette, and M. Ilroy, the Star.

Geo. C. Davis, of Frothingham & Workman, presented the trophy to the champion Canadian Fairbanks team. Graham Drinkwater accepted it on behalf of the champions. Charles Smallpiece, of the Taylor-Forbes Co., presented the individual members of the team with cups. The players thus honored were: Rene Desourdy, M. Davidson, F. Aspinall, D. Bethune, Jack Marnell, W. Bennett and Albert Prailny.

H. J. Fuller, president of the Canadian Fairbanks Co., offered a suitable cup for the next few years. A. A. Bittues, manager of the Gillette Safety Razor Co., offered a perpetual trophy to be held by the champions from year to year. A. McFarlane, manufacturers' agent, will donate individual souvenirs next year, and Alf. Brittain will present the team finishing second with a prize.

The following gentlemen very kindly entertained the banqueters; Messrs. Earle, John Asselin, John Letham, J. T. Smith, Fred Gibb, J. Sauviat. The officers of the league presented the president, Herbert B. Seybold, with a gold watch fob as a token of esteem.

China-Lac

The Perfect Varnish Stain---Extensively Advertised Yields the Dealer a Profit of over 58%

China-Lac is a Perfect Varnish Stain

Not made from heavy pigments that obscure the grain of the wood and give an appearance of a solid varnish paint. Not made from dyes that fade out in a week. But made from the most permanent light gravity, chemical pigments it is possible to obtain.

Made from Pigments

Pigments, made in our own dry color works, in the most scientific manner by our chemists, on formula brought direct from Great Britain.
Pigments that give lasting, non-fading effects.
Pigments that allow the grain of the wood to show up through the Varnish.

The Varnish

The Varnish used in China-Lac is specially made for that purpose. It was not hastily decided on but tested out by time and wear.
The combination of these pigments and varnish made a varnish stain that covers the wood with a rich lustrous coating, imitating most expensive hard woods.

The Colors

Made in sixteen beautiful colors. Eight to imitate natural woods.

The Store Advertising

Given with China-Lac comprises an attractive Window Trim, beautifully lithographed in three colors, red, black and white. This goes across the upper portion of window, and down each side, showing on the two upper corners the little Chinese boy with lantern. The two side panels have a lithographed bamboo frame and a large Black Dragon running up behind the panel.

Large Display Card for the Counter

This is a very handsome card, size 10x18, showing the 16 colors, in which China-Lac is manufactured; it makes a most beautiful appearance and is bound to command attention.

Eight-Page Booklet

This booklet gives full information about China-Lac, telling about the different colors, also what China-Lac can be used for, and gives other useful information regarding interior decorations.
The cover of this booklet is lithographed in green background, buff lettering.

Small Counter Cards

Lithographed green lettering on a buff background; they have small color strips, showing the 16 colors in which China-Lac is manufactured.

ADDRESS OUR NEAREST OFFICE FOR INFORMATION ON SPECIAL CHINA-LAC ASSORTMENTS AND PRICES

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cooks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special.....	20 00	
Carron, soft.....	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo).....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign).....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 03	⅛ inch.....	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 28	½ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 50 44 45

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $ 1; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Copperyed, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.55 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal—100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 80c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....		2 45
Galvanized, plain twist.....		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BIRDSEYE

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..		0 07
Litharge, ground.....		0 05
" flaked.....		0 05½
Green copperas (green vitrol)....		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure.....	0 18
Golden ochre, pure	0 11
French ochre, pure.....	0 09
Chrome green, pure.....	0 11
French permanent green, pure..	0 15
Signwriters' black, pure.....	0 17
Marine black, 25 lb irons.....	0 05

GLUE

French medal.....	0 10
German common sheet.....	0 10
German prima.....	0 15
White pigsfoot.....	0 15 0 20
Brantford medal.....	0 10
" golden medal.....	0 11
" brown sheet.....	0 10
" golden sheet.....	0 13
" gelatine.....	0 22
" white gelatine.....	0 20
" white glue.....	0 12
" 100 flake..... 0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., ...	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	2 00
Canada Paint Co.'s pure.....1 75	2 00
Globe house paint (Windsor).....	1 60
"New Era" house paint (Windsor)..	1 85
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson s "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle.....	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints.....	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints.....	1 65
Sterling.....	1 60



Spring Cleaning Specials in Boeckh's Brushes and Brooms



There is good money in these lines during the cleaning season if the goods are properly displayed. We will keep you supplied with high-class advertising matter, window display cards and electros for any local advertising you may wish to put through.





The Time to Act is NOW. Write at Once.

The Boeckh Bros. Company, Ltd.

HEAD OFFICE
80 YORK STREET

FACTORIES:
158 to 168 ADELAIDE ST. WEST

TORONTO, CANADA



GET THE BIG BUSINESS WITH RUBEROID ROOFING

TRADE MARK REGISTERED — Pronounce It RUE-BER-OID

Perhaps you have always looked upon Ready Roofing as a line suitable only for such cheap and temporary buildings as sheds or poultry houses. While this may be true of most ready roofings, it is by no means true of RUBEROID.

Moderate in price — quick and easy to lay—RUBEROID is weather-proof, unaffected by acids, fumes or gases, or by extremes of heat or cold, and strongly fire-resisting. RUBEROID has proved in its **twenty years of actual service** that it will neither rot, warp, rust, crack, peel off nor get hard or brittle, but will give perfect satisfaction. That is longer than any other ready roofing has been in existence, for RUBEROID is the original.

Colored RUBEROID, in Red, Brown and Green, the color *impregnated* right into the roofing, makes among the handsomest as well as the most durable of roofs.

With RUBEROID in stock you can go after the highest class of roofing trade—and get it.

Write for full information, samples, prices and discounts.

The STANDARD PAINT CO. OF CANADA, LIMITED

286 St. James Street, MONTREAL — 179 Bannatyne Ave. E., WINNIPEG

25 Pender Street West, VANCOUVER

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12½	
U.S. Water white "	0 14	
U.S. Pratt's astral "	0 16	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 40
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.	3 25	

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oiloloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac, " coach		1 80
B.H. Co's " Gold Medal, " in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling " Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 50	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
1 Ply Ready Roofing, per square	0 70
½ " " "	95
2 Ply complete, per roll	1 15
½ " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	6 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

1 inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	$ 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 25
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.55.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	1 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Congo Roofing

Guaranteed Until 1921

The owner of any building covered with Congo Roofing is not only satisfied with his purchase, but has the satisfaction of **knowing** that it is **guaranteed** for 10 years.

That's real protection.

Every roof of 2-ply and 3-ply Congo is guaranteed in this way.

In every roll of Congo is a **genuine legally binding Surety Bond** issued by the National Surety Company, of New York.

This year we will guarantee thousands of roofs all over the country **to last till 1921** on this basis.

Of course, we are not going to lose—we are offering a sure thing, as Congo will last **more** than 10 years.

One thing the guarantee forces upon us; it makes us extremely careful in manufacturing.

We make doubly sure that every roll is perfect. We use the best material that money can buy.

Another detail is the nailing. To avoid any trouble from this source, we provide free of charge, **galvanized** iron caps, which are rust proof, and will last as long as the roofing.

In every way we protect ourselves against the possibility of a complaint.

Send for a copy of our Guarantee Bond, and a Sample of Congo Roofing. The guarantee will show you what a real legal roofing guarantee looks like.

CONGOLEUM

We should like to send you a sample of Congoleum. It is fitted for floors and wainscotting in homes, stores, offices, etc. It is a perfect imitation of oak. Its surface has a high polish. Unusually durable. The price is very low. Write for samples and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.


National Surety Company
CONGO ROOFING
Guarantee Bond
GUARANTEE

Fac-simile of 10 Year Bond

YOU TAKE NO CHANCES when you handle OUR Building Papers and Roofings, because our reputation for quality is back of every roll of

Ready Roofing, Black Diamond Tarred Felt, Joliette and Cyclone Sheathings

They are guaranteed to withstand every change of climate, and can be laid by any ordinary workman. Remarkably durable and satisfactory. Leave an extra good profit for the dealer.

WE ALSO MAKE ALL KINDS OF WRAPPING PAPERS.

Agent for West
F. J. COX, Winnipeg.

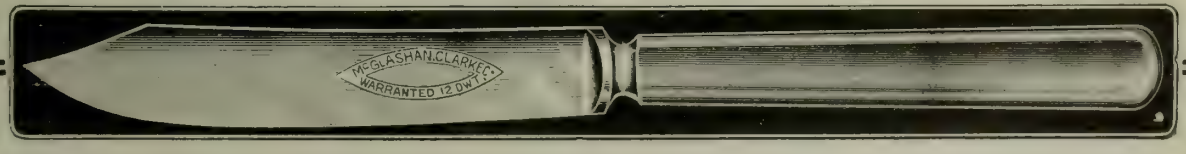
Alex. McArthur & Co., Ltd., 82 McGill St., Montreal

A PROFITABLE LINE!

which commands a steady sale the year round is the HANDSOME FRUIT KNIFE below. Plain 12 dwt. quality, swedged blade. They are put up six in a satin-lined box, and make a very attractive gift. Also made in 6 dwt. and 2 dwt. quality.

The McGlashan, Clarke Co., Ltd. - - Niagara Falls, Can.

Agents:—J. Mackay Rose, 88 McGill Street, Montreal, Que. N. F. Gundy, 61 Albert Street, Toronto, Can.
David Philip, 291 Portage Avenue, Winnipeg, Man.



THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SHEARS

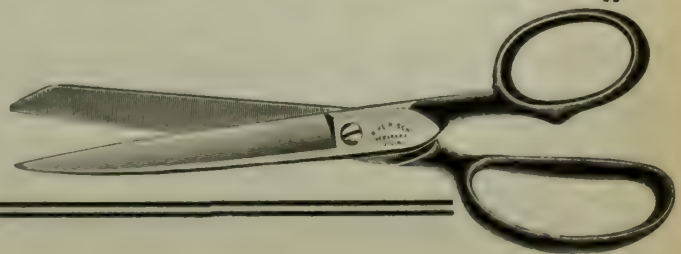
SOLD BY ALL JOBBERS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 60c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 5 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3¼ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 16 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singaless" and "Alaska" Nevada Silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¼ and upwards, 9c.; under ¼, 9½c.	
Lath yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	15 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 30
5-Hole Tin Chokers	0 30

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Why shouldn't any customer want to know something from you about the paint you sell? He wants to know something about its reputation—if it has been tried—thoroughly tested—if it is guaranteed.

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you will say these paints have been made in Canada for seventy years. The makers are the oldest in the paint trade. These paints are known all over Canada. The traveling salesmen cover the territory from the Atlantic to the Pacific. You see the paints advertised wherever you go. Naturally that means a reputation behind the goods, and in front of them as well. The firm fully guarantees and you are protected.

There is money for the dealer in every line of Ramsay Paints. They are real money makers.

Write us.

A. RAMSAY & SON CO.

Established 1842

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MONTREAL

SHEET ZINC

Genuine "V.M." Sheets

At the price of Ordinary grades.

From Stock or For Import.

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MONTREAL

Made not only to **sell,** but to **excel!**

New Era Paint

is an honest paint you can handle with good profit. It lasts longer, holds its color better and covers more surface than any other prepared paint.

Write for details and prices.

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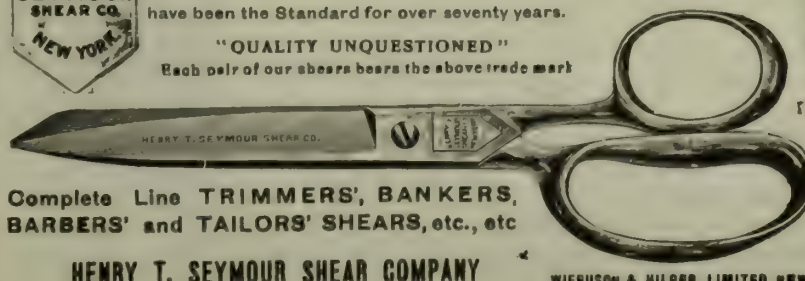
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HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

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Stanley Mills Co., Ltd., Hamilton, Can

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Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

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Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

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The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansion Bolt Co., New Yor

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Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Star Expansion Bolt Co., New York

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Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, O

Calipers
J. T. Slocomb Co., Providence, R.I.

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American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Guelph Spring and Axle Co., Guelph.

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Union Metallic Cartridge Co., New York, U.S.A.

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Connor, J. H., & Sons, Ottawa, Ont
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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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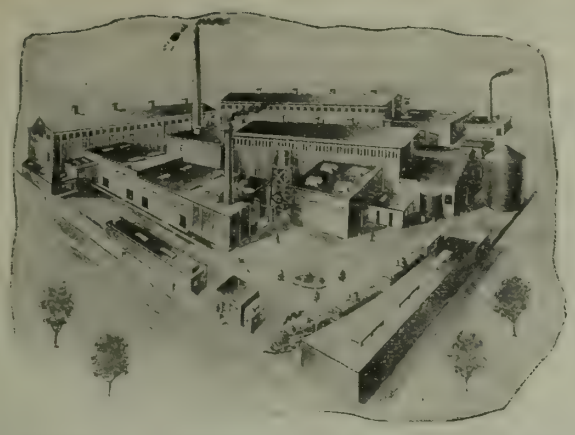
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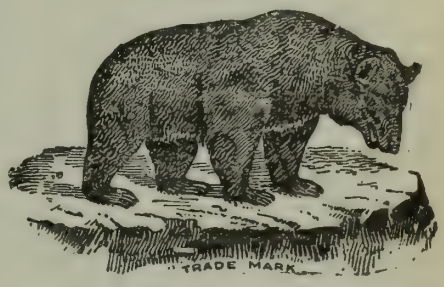
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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

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MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

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A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

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HARDWAREMAN, 18 years' experience, all branches, strictly temperate, A1 references, good salesman and stock-keeper; 15 years with last employer. Box 2007, HARDWARE AND METAL, Toronto. (15)

SITUATIONS VACANT

SALESMAN WANTED for Western Ontario. Write Percival Plow & Stove Co., Ltd., Merrickville. (14)

WANTED—First-class hardware salesman. References required. Apply BROWN & MITCHELL, Brandon, Man. (15)

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SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15.00 each. Address, THE SHEET METAL SCHOOL, Box 410, Galt, Ontario. (13tf)

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

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YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

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A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

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DOUGALL'S

TRANSPARENT WOOD FINISHES

Have very special values, and ones which should not be lost sight of by you, Mr. Dealer. Although they cost a little more per gallon, the fact that they cover a great deal more surface to the gallon than any other varnish on the market, makes them cheaper in the long run.

If you are running a store along the lines of "Satisfaction to your customers," then DOUGALL VARNISHES are a necessity to you. They are a profitable line to handle, and will help the reputation of your store.

Let us send you our booklet "Quality and Economy in Varnish and Varnishing"—a postcard will bring it free by return mail.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - - - Montreal

ASSOCIATED WITH THE MURPHY VARNISH CO., U.S.A.

CHANCE'S
Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

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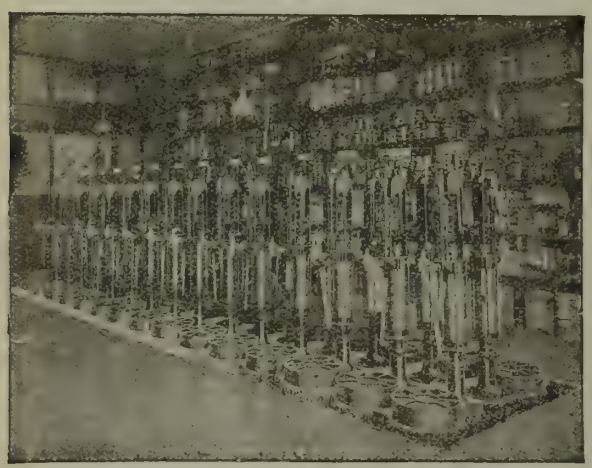
is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham, England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

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LIMITED
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A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

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Satinette
(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description—Gloss interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO.
LIMITED

TORONTO WINNIPEG

A



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

NO ONE CAN AFFORD TO BE LONG WITHOUT **"FLUXITE"**

Plumbers, Gasfitters and other Metal Workers know it as the paste flux that

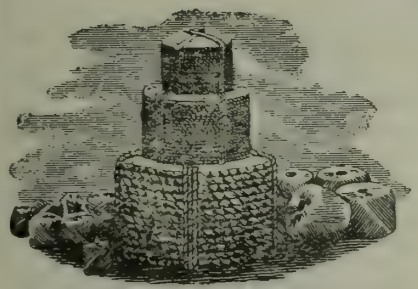
Simplifies Soldering and Supersedes Lead-Burning

It solders even dirty metals without cleaning or corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool-kit of every motor car, workshop and home. It's easy to use and easy to sell.

YOU WANT SOME

Remember FLUXITE IN YOUR INDENTS. It's packed in large and small tins and made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.



BEST IN QUALITY.
PRODUCT OF CANADIAN INDUSTRY
LEADING IN POPULARITY.

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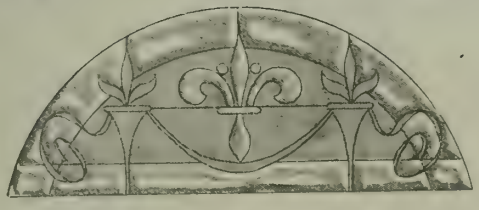
WITH
OUR ARMY OF SATISFIED CUSTOMERS
WHO SELL THE

4 Maple Leaf BRANDS OF Binder Twine

Maple Leaf	500 feet
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Ask for our Hayfork and Sling Ropes—Best Manila, British Manila and Sisal

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We are the largest manufacturers of

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in CANADA, making same at all our four warehouses. Prompt shipment and entire satisfaction guaranteed.

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Warehouses:—LONDON, TORONTO, MONTREAL. WINNIPEG

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

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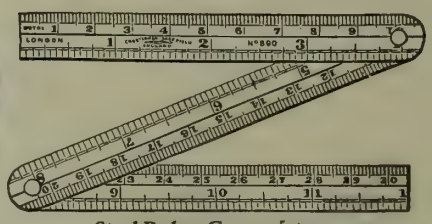
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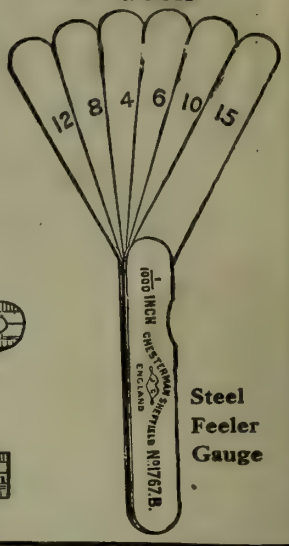
For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

QUALITY—There is a finish on the "BUCO" which makes it look like a good tool, but there is a better quality in it than any surface could reveal.

If you could see INTO the Teeth—the vital parts—you would see a highly refined steel, tempered to perfection in oil by experts, resulting in a spring tooth of a quality such as is quite unusual in garden tools. This degree of perfection is not superfluous but means greater snap in work and longer life at it. The extra price does not count where extra quality is known.



The "BUCO" Garden Cultivator.

Handle 4½ft. Long



The "CUMA" CULTIVATOR

Total Length 18in.

A most effective little tool made for flower beds and fine work. Same quality as the "Buco." Sells at sight and "does the work" afterwards.

The Bailey - Underwood Company, Limited
NEW GLASGOW, N. S.

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

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SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

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Moore's Mooramel

has been introduced to meet the increasing demand for a first-class enamel finish at a moderate price.

"Mooramel" is pure white in colour and will not yellow with age. It works easily, sets slowly and flows like a high grade varnish. Dries dust-proof in 24 hours, and can be rubbed in from 3 to 4 days under ordinary conditions.

"Mooramel" is a line you can honestly recommend and one which will show excellent profit if given prominence during the next few months.

Can be tinted with oil color if desired.

Write us for Details and Prices.



Benjamin Moore & Co., Limited

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OTHER LEADING LINES ARE:

MOORE'S

HOUSE COLORS	**MURESCO**
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THE RESULTS are figured in DOLLARS.

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Hardware, Stoves and Tinware in city of London. Stock new, $6,000. Splendid opportunity, good reasons for selling. Apply 111 Dundas Street, London, Ont.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

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RATES: (Payable in advance)

2c. per word first insertion.

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Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.
Banque Nationale Building
MONTREAL

Hardware and Cutlery Buyer

Position as
Assistant Buyer

for hardware and cutlery wanted by man who has had 13 years' experience with wholesale firms in Germany, France, Holland and Belgium and is familiar with hardware manufacturers in these countries. Can speak English and German.

Would start at reasonable salary.

For fuller information apply Box, 1097

Hardware and Metal
TORONTO

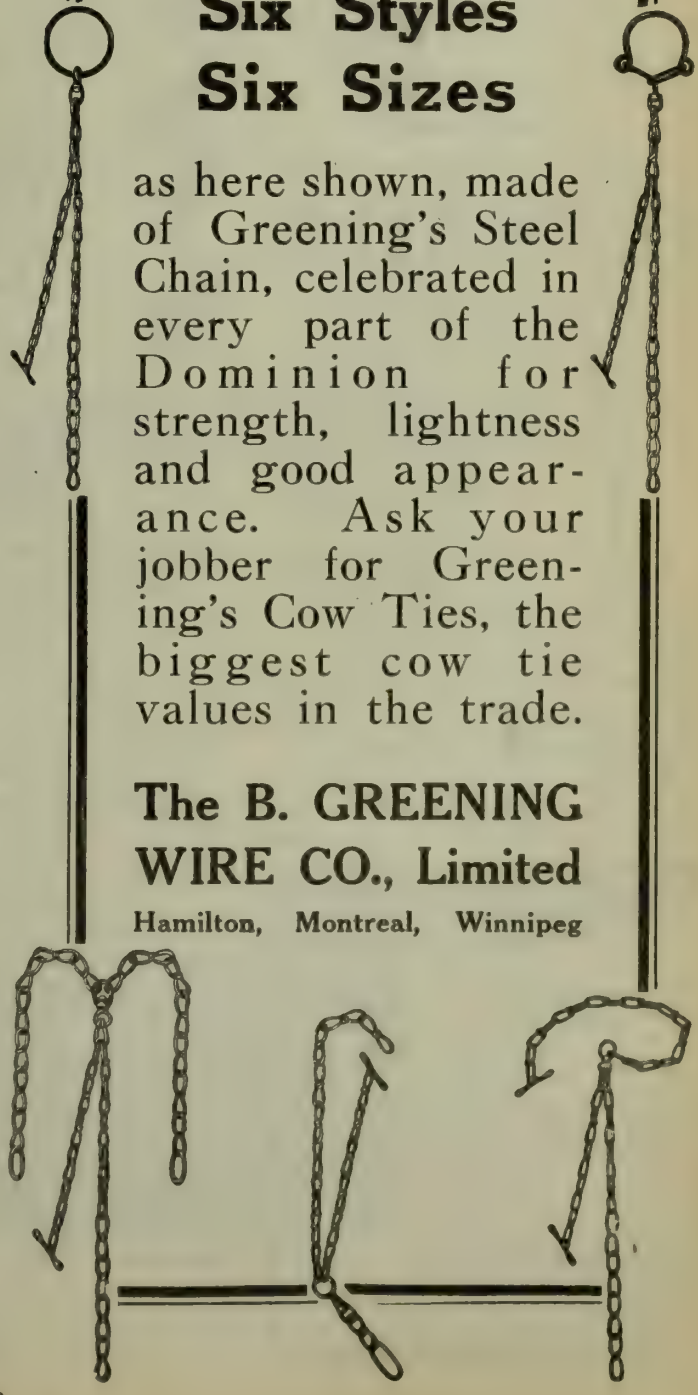
GREENING COW TIES

The Best Cow Ties

made in the world. A range big enough to suit all demands.

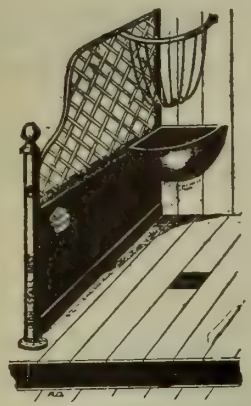
Six Styles
Six Sizes

as here shown, made of Greening's Steel Chain, celebrated in every part of the Dominion for strength, lightness and good appearance. Ask your jobber for Greening's Cow Ties, the biggest cow tie values in the trade.



The B. GREENING WIRE CO., Limited
Hamilton, Montreal, Winnipeg

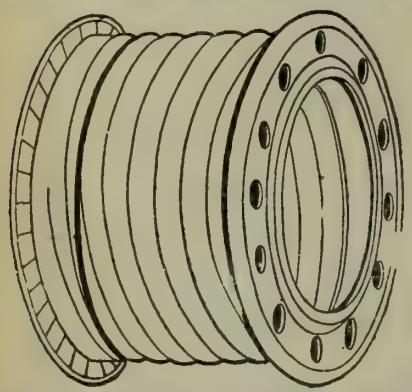
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

The
Condensed Ad.
page
will interest you



There's a
Ford Auger Bit
For Every Purpose

and for every class of work —fine or coarse.

FORD Tools are perfect in every respect and contain the cream of the latest ideas of Auger Bit experts. By actual test, FORD Tools have been proved Fastest, Easiest, Smoothest and Most Accurate.

They are highest in efficiency, superior in grade of material and strongest in construction.

Each tool is thoroughly tested before put into stock, and each one is fully guaranteed to you.

A List of FORD Tools

Single-Lip Auger Bits.
Double-Lip Auger Bits.
Long Auger Bits, 8" twist.
Reg. Car Bits, 12" twist.
Ship Augers, with screw.
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Ship Auger Car Bits.
Screw Driver Bits.
Bit Extensions.
Nail Sets.

Send for Catalogue E, it's free

Ford Auger Bit Co.
Holyoke, Mass.

DEPARTMENT OF RAILWAYS AND CANALS, CANADA.

ST. LAWRENCE CANALS,
CORNWALL CANAL.

TENDER FOR HARDWARE, CASTINGS, &c.

SEALED TENDERS for supplies addressed to the undersigned, will be received until 16 o'clock on Friday, April 14th, 1911, for the supply and delivery of various articles of hardware, castings, for use on the above canal for the year 1911-1912.

Specifications, Forms of Tender and other information may be obtained from the purchasing agent of the Department of Railways and Canals, Ottawa, on and after this date.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 30, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

When writing advertisers kindly mention having seen the advertisement in this paper.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Insures
Genuineness
Originality
Perfection
Satisfaction

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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Tin Cans of all kinds for all purposes

FRUIT and VEGETABLE CANS,
SYRUP and OIL CANS,
BAKING POWDER CANS,
SPICE CANS, COFFEE CANS,
MEAT CANS, TEA CANS,
LARD PAILS, JAM PAILS,
ETC., ETC.

Plain Tin or Decorated Tin

Our two factories (formerly Acme Can Works of Montreal and Norton Manufacturing Co. of Hamilton) have been re-equipped with the latest and most modern machinery and are now prepared to turn out in large volume any and all kinds of tin containers for food products, as well as for other lines of trade.

CORRESPOND WITH FACTORY NEAREST YOU.



UNIFORM IN QUALITY AND MAKE

The uniformity in quality and make of our

Eavetrough and Conductor Pipes

has established for us a splendid reputation in the trade, which you can share if you are handling these well-known lines.

Prompt shipments are a specialty of ours, all orders being despatched same day as received.

May we quote you on your requirements in Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Iron Sheets, Corrugated Roofing and Siding?

Write us to-day for details and prices



WHEELER & BAIN, THE QUICK SHIPPERS, Toronto, Can.





OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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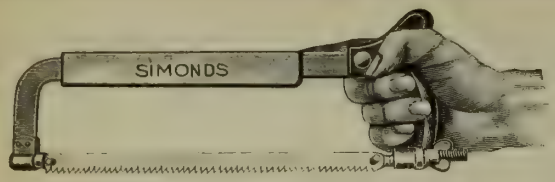


SPRAYS AN ACRE IN 20 MINUTES.

The **H. P. Spramotor** will spray an acre of Potatoes in only 20 minutes. No other method known can do that work in even twice the time.

The picture above shows the **H. P. Spramotor** spraying Potatoes. There are three nozzles to a row, and four rows. Two spray from the sides, and one from the top. They are adjustable to height and width up to 40-inch rows. The nozzles will not clog, or get out of order. Have a 12-gallon air tank, with 100 pounds pressure guaranteed with 12 nozzles open. Automatic and hand controlled. The **Spramotor** has agitator clean-out pressure relief into tank, and nozzle protector, all under control of the driver, from seat. The **Spramotor** is made for 1 or 2 horses. Fitted for Orchard, Vineyard and Grain Crops. Can be operated by hand. **The Spramotor saves** enough money in time and labor to **pay for itself** in 1 year on 20 acres of potatoes. Don't be content with moderate results when you can increase per crop three or four times.

R. D. HEARD - - 1384 King St., London, Canada.



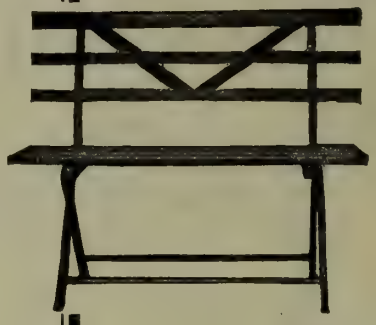
Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co.
LIMITED
Montreal, Que. St. John, N.B. Vancouver, B.C.

SELL

"Stratford" Garden Seats



They are a high-grade line of well-made seats, attractively finished and strong, yet light. Made of good, strong beech, seat and slats are screwed firmly to the supporting frame, ensuring the utmost rigidity. Frame painted red---the balance natural wood varnished. Packed two in a bundle.

Now is the time to stock up with this favorite line! Better send along your enquiry to-day.

WRITE FOR CATALOGUE "B."

The Stratford Mfg. Co., Limited
STRATFORD, - - - - ONTARIO

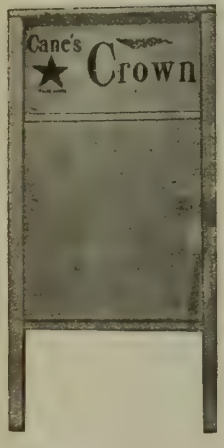
Manufacturers of
LADDERS, LAWN SWINGS, ETC.

THE

Cane Pony Washboard

is so handy in taking care of the doilies and all my delicate laces. I don't know how we'd do without it, for they can't be put into the regular wash.





The demand for Cane's Woodenware results from the complete way in which wash-day needs are covered. It is always a profitable line, because every sale means an enthusiastic friend.



Cane's Wash-day Woodenware

includes every requirement from tubs that nest beautifully to clothes pins and clothes racks. WRITE FOR CATALOG AND PRICE LIST.

THE WILLIAM CANE & SONS CO., Limited
NEWMARKET ONTARIO

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE TORPEDO WATCH

Guaranteed for 7 years. Sold at popular prices.

A profitable line to handle. a quick seller and one which gives you a good margin of profit.

You sell the watch and after that we take care of it. Each watch carries its own guarantee and we will make good any watch that does not give satisfaction. You take no chances.

We would like to send you our price list and particulars of our free showcase offer. Drop a line to

LOUIS NEWMARK

149 Notre Dame St. West. MONTREAL



It Interests every Fruit Grower by its clean positive action.

"Kansas" Pruning Knife

(Improved)

You do a kindness in recommending this knife to your customers as it does its work more cleanly and conveniently than other pruning tools and is a greater labor saver.

Any limb up to 1¼ inches in diameter can be cut by simply placing the hook over it and pulling the handle; for twigs the string is sufficient. Will last twice as long as its best predecessor and will do five times the work.

Taylor-Forbes Co., Limited, Makers in Canada

Write for Particulars and Prices, etc.

International Tool Co.

Detroit, Mich.

MALTHITE ASPHALT ROOFING

The Roofing that Lasts!

Your roofing sales will increase by leaps and bounds and will yield you far better profit if you are featuring

MALTHITE ROOFING

It is absolutely guaranteed by us direct to your customers.

25% Cheaper than any other Roofing

The Dominion Roofing Co.

of Canada, Limited,

31-33 Front St. East,

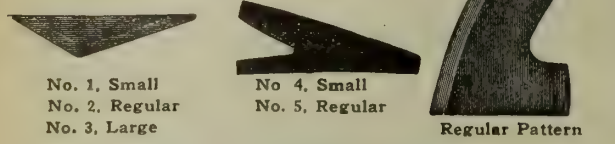
TORONTO, CANADA.

To Dealers

Who Supply the BLACKSMITHS.

Star Fin Cutters

Star Plow Points

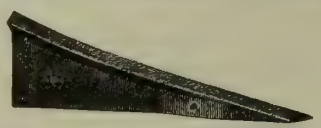


No. 1, Small
No. 2, Regular
No. 3, Large

No 4, Small
No. 5, Regular

Regular Pattern

AND **Star Landside Points**



Are Good MERCHANDISING for you

If you will mention STAR Plow Shapes to your Wholesale House, you can get them, for ALL the Prominent JOBBERS in CANADA handle them.
Would you like more detailed information? Write us, and we will send it.

STAR MANUFACTURING CO.
CARPENTERSVILLE, ILL., U.S.A.

MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

STILL'S
AXE HANDLES

the acme of quality

Write for prices.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario

Burman & Sons, Ltd., Birmingham, Eng.



THE BURMAN No. 17 AT WORK

Manufacturers of the Best Known Clippers in the World

BOWN'S NEWMARKET Clipper is made solely by US. This clipper has enjoyed the highest reputation throughout the world for over thirty years. It brings repeat orders wherever sold.

THE GRAND CLIPPER (ball bearing) is the only genuine ball bearing clipper produced to-day, fitted with black ebonized handle and nickel plated. A strong seller.

THE HANDICAP is a lower-priced clipper, but its quality is high. It is a centre-adjustment clipper of very simple construction and is in great demand in all the colonies. It is the standard in Canada. Let us send you a catalogue. These are three of our most popular lines.

NO. 17 POWER CLIPPER STANDS ALONE. The phenomenal success of this power clipper is undoubtedly due to the excellence of the patent clipping head; its wonderful cutting qualities; its anti-frictional design and its perfect balance, and at the same time it runs lightly and easily. Weighs only 35 lbs. packed; size, 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., LTD., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS

"BANNER" COLD BLAST LANTERNS

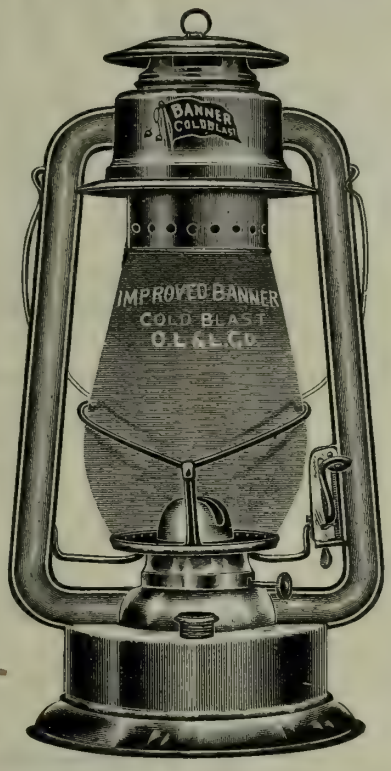
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

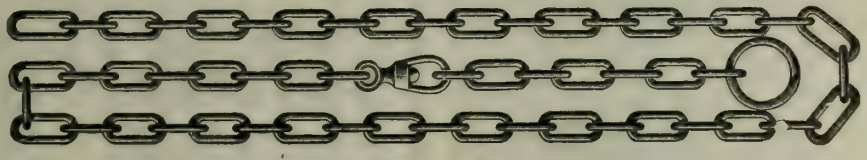
For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON, ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office:* BUFFALO, N.Y.** — ***McKinnon Chain Co. — ***Factory:* ST. CATHARINES, ONT.**

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

ORNAMENTAL
IRON WORK
WIRE CLOTH AND
WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS
4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

BISSETT & LOUCKS, P. O. Box 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

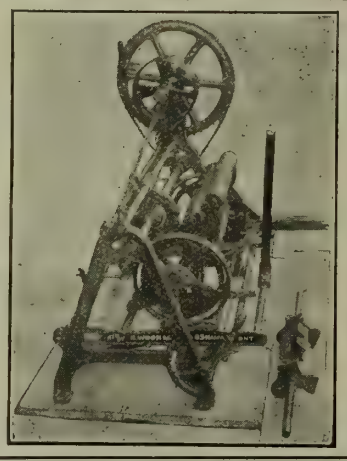
MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.



Manufactured by
R. Woon & Co., Oshawa, Ont.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

Marvellous POLIVIT
PATENT

The Lightning Silver Cleaner

POLIVIT must not be confounded with ordinary aluminum that is used with an alkaline solution and sold as Silver-Shine, etc. Polivit is a metaloid plate, consisting of a combination of alloys, that has the remarkable property, when used in hot water with the addition of common washing soda, of removing tarnish from silver and electro-plate, as well as giving it a beautiful lustre. It has been patented in England and abroad and has been tested and demonstrated as the best silver cleaner on the English market. It won the gold medal at the Exhibition in London in 1909 in competition with aluminum imitation cleaners, polishes and powders of all kinds. It is used by the largest hotels, leading clubs, and best families in England. Stock Polivit and anticipate a large demand.

Write for full information

A. A. SHUTE, Fredericton, N.B.
Sole Agent for Canada

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

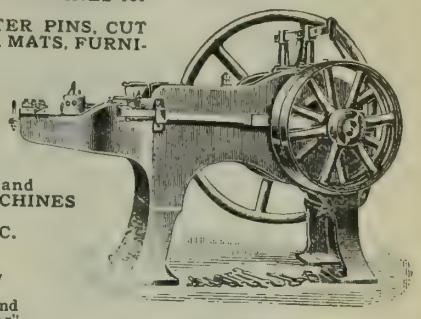
FOR SALE BY LEADING WHOLESALE HOUSES

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:--
BOLTS, BUCKLES, COTTER PINS, CUT NAILS and TACKS, DOOR MATS, FURNITURE SPRINGS, HINGES, HOB NAILS, NAILS, RINGS, RIVETS, SCREWS, SCREW HOOKS and EYES, STAPLES, WIRE NAILS QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES THREAD ROLLING MACHINES, ETC., ETC.

SEND YOUR ENQUIRIES.

ED. BRAND
Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER, - England
Cable Ao: "Filieres, Manchester"
Code used:-A.B.C. 5th Edition.



RIVET PRESS

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

THREE REASONS
Why you should stock

Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

Ask your Jobber or Write Us.

Royal Polishes Company
MONTREAL



WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

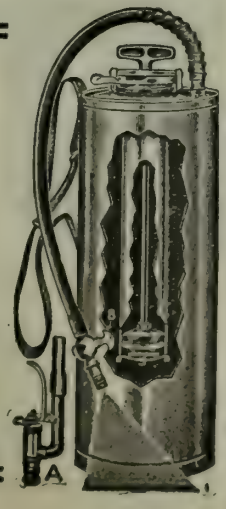
Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT

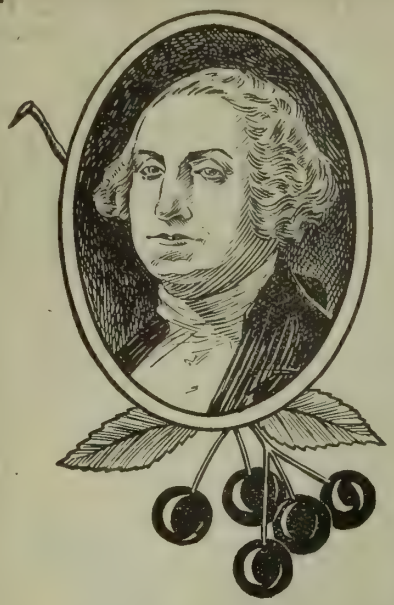


Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE
Montreal Canadian Representatives



"ENTERPRISE"

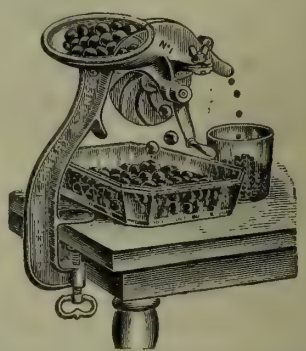
GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

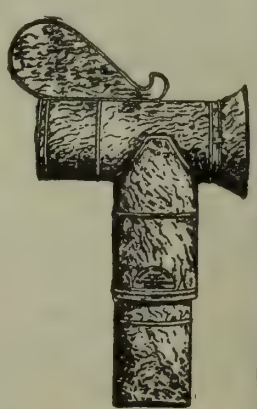
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec 4th 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

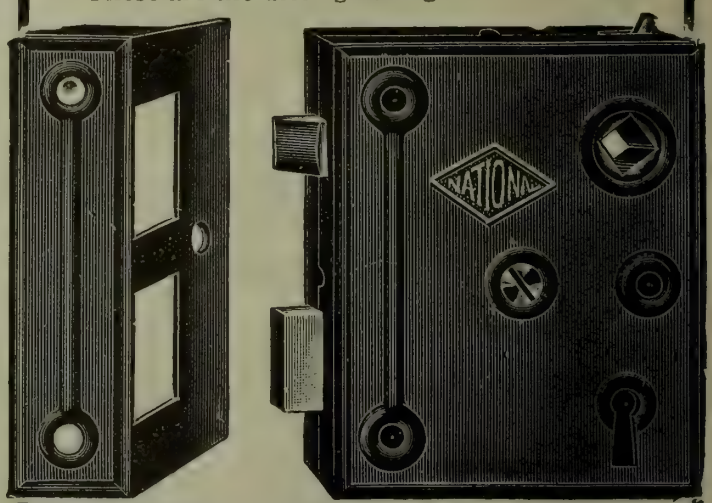
General Contractors and Manufacturers

Montreal

SAFETY — STRENGTH

FINISH — DURABILITY

These are the distinguishing features of the



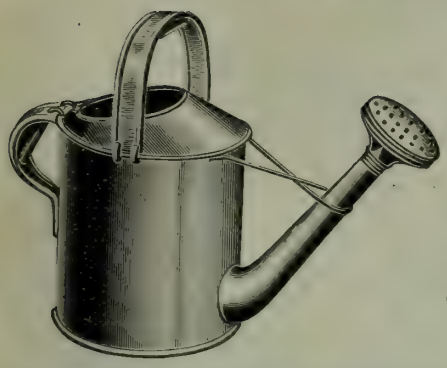
NATIONAL STEEL RIM LOCKS

Their mechanism is strong and simple, and entirely pivoted on one central pin.
No others are quite as good.

NATIONAL HARDWARE CO., Limited

ORILLIA — ONTARIO — CANADA

SPRINKLERS



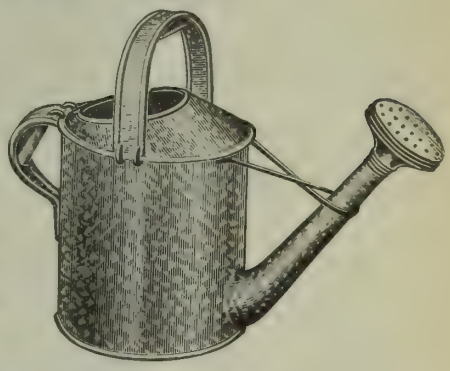
1911 PATTERN

Detachable Zinc Rose, Threaded Connection, Cannot Drop Off.

Plain Tin, Japanned and Galvanized.

Quarts,	1	2	3	6	10	14	16
Diameter, Inches	4½	5⅜	6¼	7	8½	8¾	9¼
Plain Tin, Per Doz,	$2.96	$3.76	$4.34	$5.62	$7.04	$8.04	$10.30
Japanned, "	3.52	4.24	4.94	6.20	7.80	8.90	11.14
Galvanized "				8.80	9.90	12.10	15.40

DISCOUNT 50%



E. T. WRIGHT & CO., - Hamilton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B. C.

Toronto agent—F. B Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

The Newest and Best Safety Razor
Henry Boker's "Janus"

Triple Silver-Plated Holder and Twelve Double-Edged Blades



These Blades Can Be Stropped, Which Makes Them Last Indefinitely.

The "Janus" is the most wonderful little instrument ever devised for taking the beard off the face. A single movement releases or inserts the blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder it is absolutely rigid. There is no vibration. No shaving instrument ever devised approaches it in any particular. The steel used in "Janus" blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfection.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

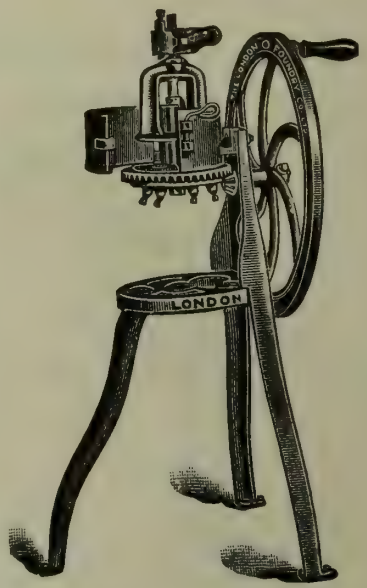
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



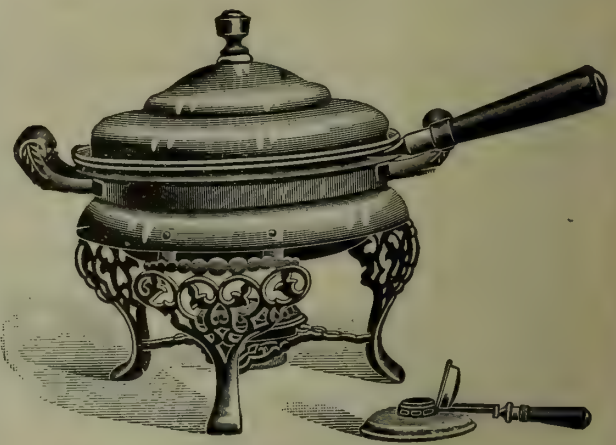
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS

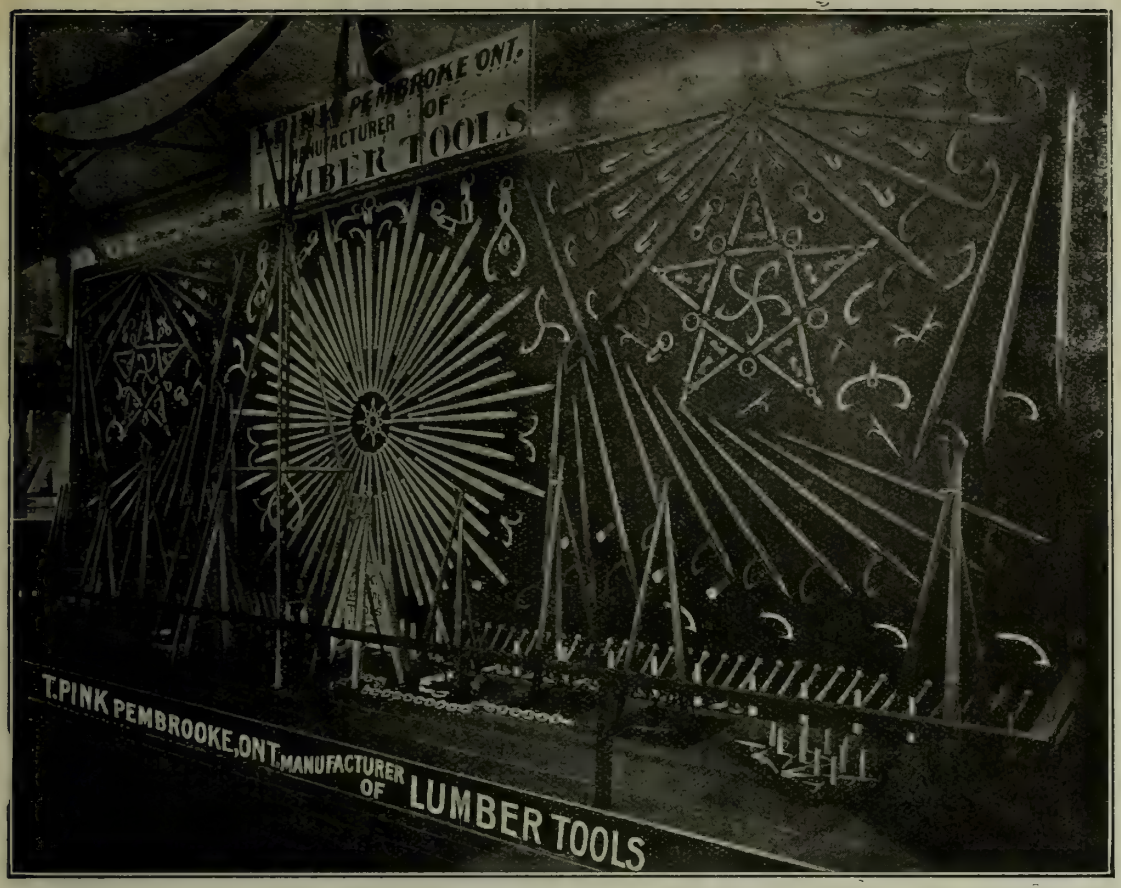


Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable. Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE MARK

Used by the largest railroads in the world, because it saves them money.

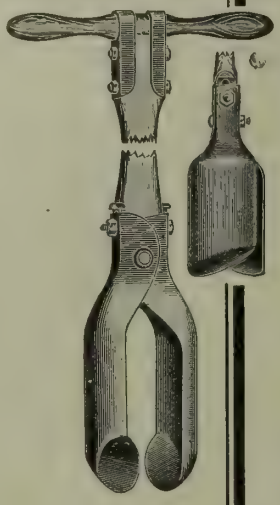
We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

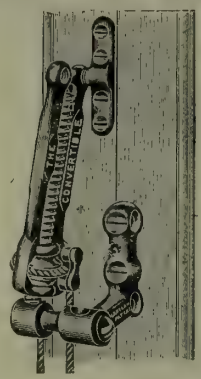
The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

JAMES CARTLAND & SON
BIRMINGHAM, England LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple
Effective
Compact



1796 IRON
¾ screw 4/-
½ " 6/6

1705 BRASS
¾ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

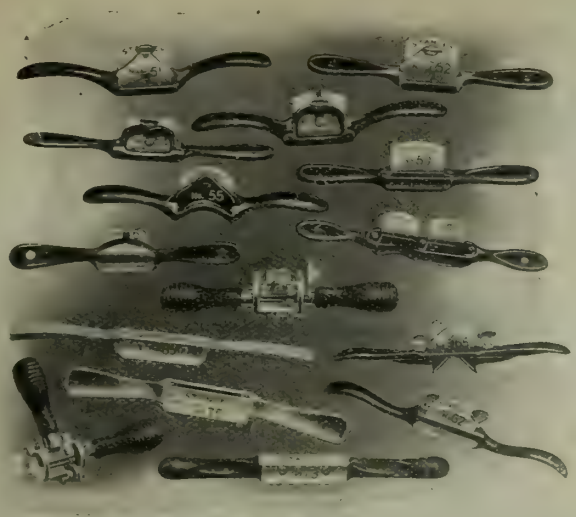
A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.



The Owen Sound Wire Fence Co., Limited
OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co., Brandon, Man.



Stanley Tools

"BAILEY" IRON SPOKE SHAVES Nos. 51 to 65 are superior in style and finish to any on the market.

STANLEY RAZOR EDGE SPOKE SHAVES Nos. 72 to 85 are so called from the shape of the Cutter, which is Hollow Ground, giving a keen cutting edge. The adjustable front can be moved up or down and a coarse or fine shaving can be cut.

The STANLEY UNIVERSAL SPOKE SHAVE No. 67 has both Handles detachable so that either of them can be screwed into the socket on the top of the stock, thus allowing the Spoke Shave to be worked into the corners, or panels, as no other Spoke Shave can do. They are supplied with both a straight and curved bottom.

STANDARD THE WORLD OVER.

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

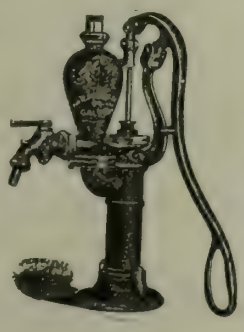
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

THE R. McDOUGALL CO., Limited

GALT, CANADA

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE

From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.



The "Ross" Sporting Has Won Its Way



Where there was one "Ross" Rifle two years ago, there are three to-day.

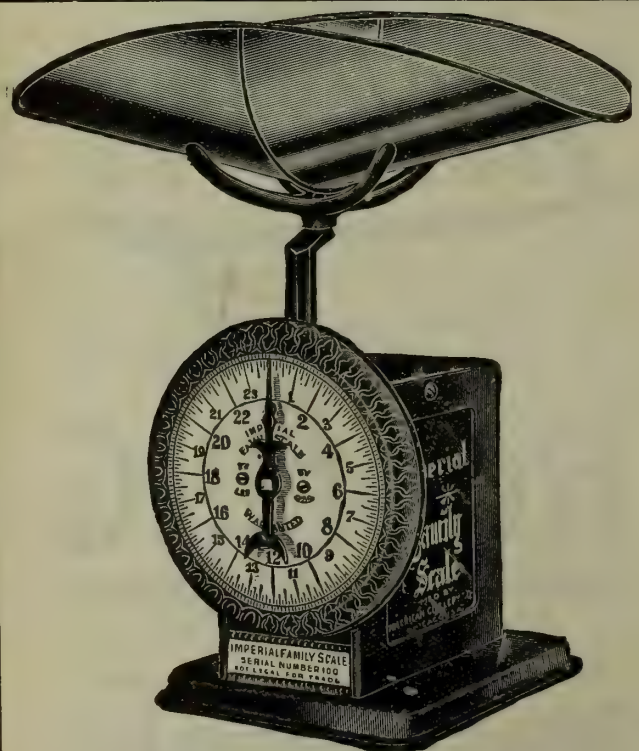
That means that the "Ross" Sporting Rifle is giving complete satisfaction all along the line.

With the sporting season now on, there is the usual demand for Rifles.

If you have a supply of "Ross" Sporting Rifles you can confidently recommend them. You will find, as other dealers have done, that your sales will rapidly increase.

$25.00 and upwards.

Ross Rifle Co. - Quebec



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

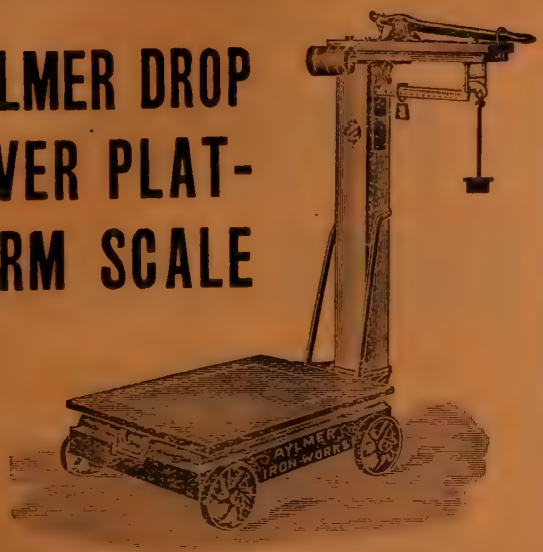
Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865.

AYLMER DROP LEVER PLAT-FORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

CHICAGO SPRING BUTTS



A PRODUCE OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26



"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est 1868. Inc. 1893.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"GALVANIZED CANADAS"

"APOLLO"

BRAND

In Stock at Montreal.

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Saves the Housekeeper Dirty Work!

A very popular seller and one whose advantages are so self-evident as to make it absolutely necessary in every home.



Mrs. Vrooman's
SINK STRAINER

saves the housekeeper from soiling her hands in keeping the bottom of the sink clean, and prevents the plumbing from getting clogged.

It will effectively drain tea and coffee grounds as well as larger scraps, and being 50% larger than any other sink strainer, its features never fail to effect a speedy sale.

Send for Catalogue and details of the many labor and time-savers we make.

Andrews Wire Works of Canada, Ltd.

WATFORD, ONTARIO

ROCKFORD, ILL.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 15, 1911 NO. 15

POCKET KNIVES
H. BOKER & Cos
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

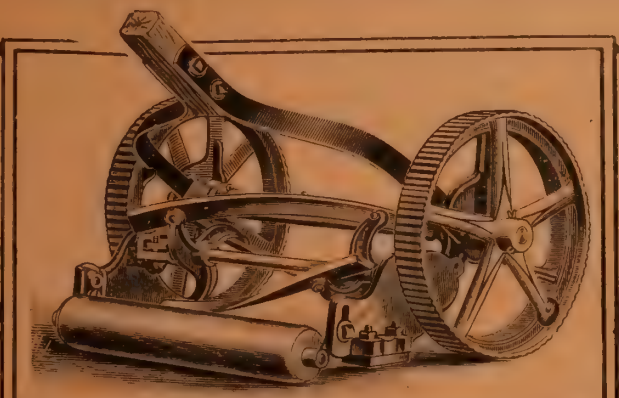
For Sale by all the Leading Wholesale Houses

TRADE MARK REDCLIFFE
"REDCLIFFE"
Corrugated Iron
Gets the Preference When Quality Counts.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

THE ★ STAR ★ LAWN MOWER



is just the line to recommend to your customers who have small lawns and who want an easy-cutting and light machine for their own use.

The "STAR" sells at a reasonable price, is made of best quality steel and has every modern improvement anywhere introduced in this class of machine.

The "STAR" has a three-knife cylinder, 9-inch drive wheels, and leaves the dealer an excellent profit.

Taylor-Forbes Co., Ltd.—
246 Craig St. W., Montreal.
H. G. Rogers—
53½ Dock St., St. John, N.B.
W. A. MacLennan—Vancouver, B.C.

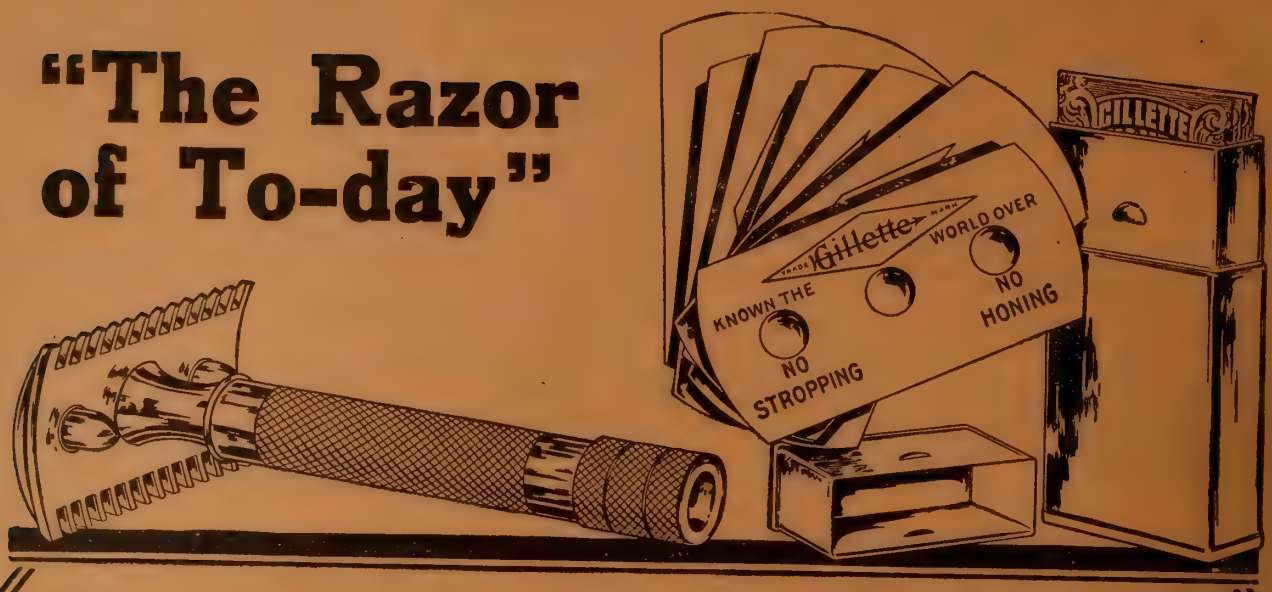
Don't forget to order a liberal supply of "STAR" Mowers for the season's trade.

J. B. H. Rickaby—Victoria, B.C.
Harry F. Moulden—
Travellers' Bldg., Winnipeg, Man.
Canadian United Mfrs. Agency—
London, England.

TAYLOR FORBES CO. LTD.
GUELPH ONT

Index to Advertisers and Buyers' Guide Pages 56-58. Want ads page 60.

"The Razor of To-day"



The Mechanics of the Gillette

ARE YOU POSTED ON THEM?

The new GILLETTE advertisements now running in the newspapers and magazines lay particular stress on the mechanical features of "The Razor of To-Day." Our aim is to show your customers exactly why GILLETTE blades are keenest—why they cut most smoothly, without gashing the face—and just how to use them to the best advantage.

The superior temper, rigidity of edge, adjustability and economy of the GILLETTE are explained in word and picture in a way that is striking and easily understood.

Men in your town and all around in the adjacent districts are reading these advertisements. They are getting interested in the GILLETTE as a razor that has distinct advantages from a mechanical point of view. They want to be shown—to have a chance to examine the razor themselves and verify the statements made in the advertisements.

Are you and your clerks ready to show them and make sales? If you have to confess that you cannot explain any feature that may come up—if you cannot correctly illustrate the "Angle Stroke"—don't kick at losing sales.

Get Posted—and see that your clerks do the same. Read the GILLETTE advertisements—the cards we are sending you—the "Science of Shaving." Write us if there are any points not perfectly clear to you.

You'll not be wasting your time. Nobody ever did waste time on the GILLETTE—

IT PAYS GOOD WAGES.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, MONTREAL

Offices also in NEW YORK, CHICAGO, LONDON, ENGLAND and SHANGHAI, CHINA

Factories in Montreal, Boston, Leicester, Berlin and Paris

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

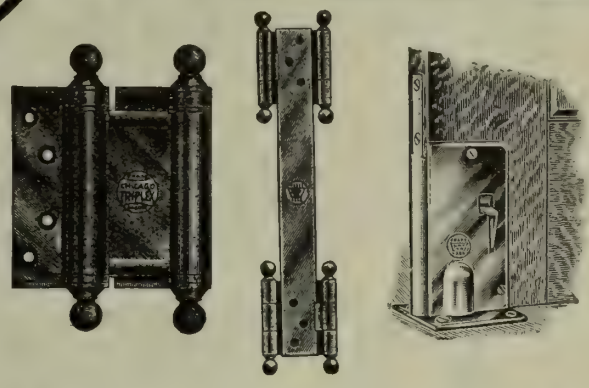
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

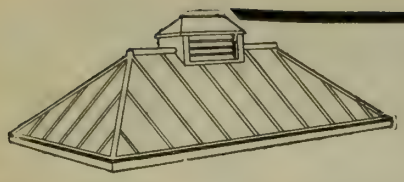
There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

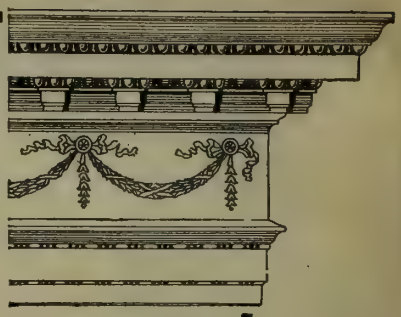
Dealers and Householders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.
Philadelphia, Pa.





Two profitable lines for the down-to-date hardware dealer

METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building

ANOTHER LINE WHERE "METALLIC" LEADS –

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

57

THE S.M.P. WATERING POTS

FITTED WITH

Seamless Breasts, Patent Zinc Roses and Detachable Spouts



Prices on Application.



Plain Tin, Japanned or Galvanized

QUARTS 1, 2, 3, 6, 10, 14.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

BLACK DIAMOND

A Rare Combination

OF

QUALITY and PROFIT

is our claim for

BLACK DIAMOND LAWN MOWERS

Service and Satisfaction Considered, we claim they are the Cheapest Mowers offered to the Canadian Trade.

BLACK DIAMOND

They are not High Priced but are **High Quality High Wheel and Ball Bearing**

They certainly lead anything shown in Canada at the price.

They embody all the Essentials of High Grade Serviceable Mowers and the prices are low.

Send for our Catalogue of LAWN GOODS

"Best in the Land Black Diamond Brand"



You would much prefer PUSHING A MOWER which is not "cut to death" and on which you can make a fair profit, and at the same time give your customers Full Value for their investment.

A MOWER THAT WILL CUT GRASS

Inquire

Black Diamond Ball Bearing

HIGH WHEEL, FOUR BLADE REEL

Gold and Aluminum Bronzed; Vermilion and Black Trimmed; Varnished Hardwood Handle

Ball Bearing Reel; Crucible Steel, Oil Tempered Spiral Shaped Blades which effect a Shearing Cut; Malleable Iron Reel Braces; Heavy Cast Iron Spoke Pattern Wheels, Gear Casings and Bed Plate; **Adjustable** Crucible Steel Cutter Bar; Steel Ball Bearing Race Set in each Reel Head. Double Sliding Pin Ratchets. **All Metal Working Parts Milled and Carefully Fitted.** Diameter of Wheels 10 inches, Diameter of Reel 6 inches: Width of Blades 1⅛ inch; Reel Shaft and Front Bar ⅝ inch.

Width of Cut, Inches	14	16	18	20

Every Mower Guaranteed Free of Flaws and Imperfections in Material and Workmanship

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

ARE YOU READY

TO DELIVER YOUR

GARDEN TOOLS

IF NOT

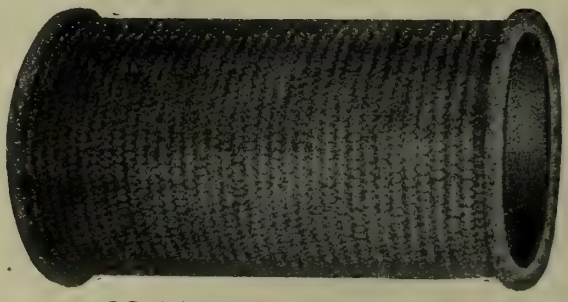
INVESTIGATE OUR LINE



Write for our Prices

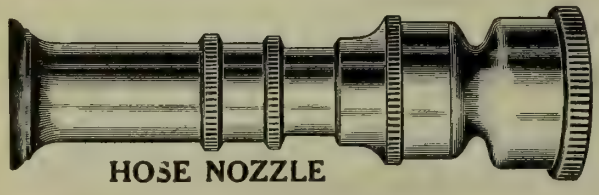
before buying elsewhere, as our goods satisfy every purchaser, which means quick sales for you.

Quick Sales and Satisfaction.



COTTON GARDEN HOSE

Order Early and Avoid Delay



HOSE NOZZLE



FOUNTAIN SPRINKLER

TIME IS MONEY

By having your Garden Supplies in stock early, you not only please your customers but increase Your Sales.

We Ship Promptly ***We Ship promptly***

FROTHINGHAM & WORKMAN, Limited

F.&W.

Wholesale Hardware and Iron Merchants

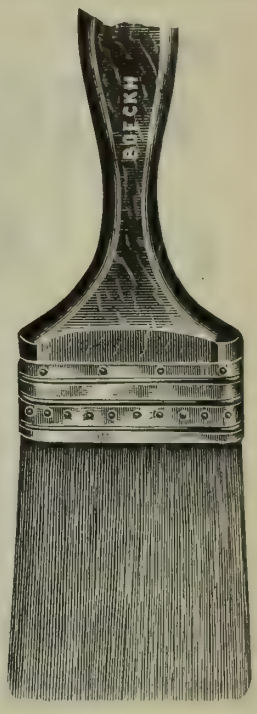
Montreal : : : : : Canada

We Carry a Full Line
BRUSHES
in Stock

The Highest Grade Obtainable, at the Most Reasonable Prices.



Extra Gray Oval Paint Brush



Primo Black Flat Paint Brush
3, 3½ or 4 in.

Stove and Shoe Brushes

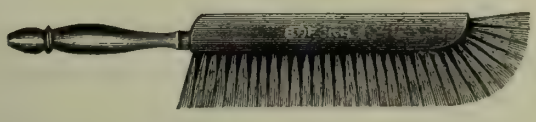


Scrub Brushes and Stable Brooms

Kalsomine Brushes
Whitewash Heads



Sirdar Chiselled Black Varnish Brushes
1½. 2, 2½ or 3 in.



Bannister Brushes
Hair Brooms



Star Wire Sash Tools

Horse Brushes — Dandy Brushes
Stencil Brushes — Tar Brushes
Moulders' Brushes

Write for Brush Catalogue

Caverhill Learmont & Co
MONTREAL

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

All Bundles Tagged M.R.M. CO. **with our Trade Mark**

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Samson Sporting Goods



We've said so much about Base Ball Outfits, some dealers may overlook the rest of the line. If you want to know what a variety we keep, get particulars of any of these:

—Tennis Goods
—Lawn Bowls
—Lacrosse Goods
—Foot Ball Goods
—Base Ball Supplies
—Hammocks

The quality of the goods we handle, the values we give, and the treatment you receive all have one object---to give thorough satisfaction. Advertise Samson Goods and they will advertise you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

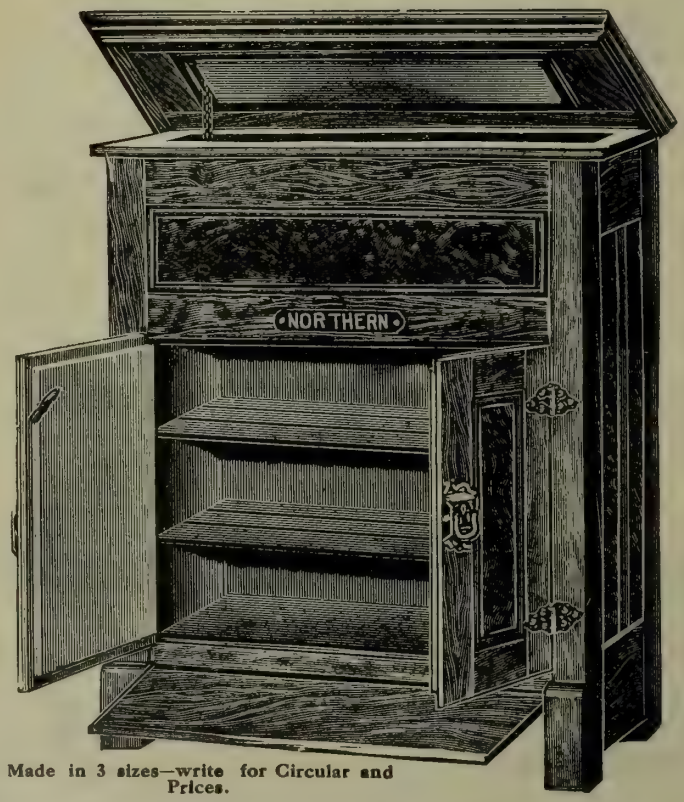
CSGCo. CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

THE NORTHERN REFRIGERATOR



Made in 3 sizes—write for Circular and Prices.

Dry Cold Air Principle

No interior sweating—Keeps food sweet and fresh with the least possible consumption of ice.

Made from well seasoned hardwood in natural antique finish.

New style swing base — Patent drip valve—Improved galvanized iron shelves —Raised panels — Fancy brass locks and hinges.

Order early to Insure Prompt Delivery

The Thos. Davidson Mfg. Co.
Limited

Montreal - - - Winnipeg

COMMUNITY SILVER.



32-Piece Mahogany Chest outfitted with SHERATON

Think Over This Metal Ceiling Matter

how we bring trade right into your store.

Our big advertising campaign for 1911 will bring us many inquiries from people who would buy from you if you had the Preston Steel Ceiling agency. Such inquiries we promptly turn over to our local representative.

■

Thus, you see, we do not rest content when we have advertised our goods to your community. We see to it that possible buyers---and everybody who owns a house or store is a possible buyer---are brought right into contact with the dealer.

■

And we give our dealers every possible help when the sale is a prospect.

■

You are the logical distributor of metal ceilings in your locality. The profit is good, and we make the selling easy. Get ready NOW for the business.

Offer Your Trade Choice of Over Eleven Hundred NEW Designs

how we make sure no one can outclass you.

We keep our assortment of designs right up to date. We now have over 1,100 patterns, every one a quick seller.

■

And, at our big factories at Preston and Montreal, we carry a stock ready to ship that is big enough to assure prompt filling of every order. Thus our dealers never suffer from delays on our part.

■

Thus we add to the value our advertising help gives you. For you can be sure of satisfying your customer once we have landed him for you. He will get what he wants when he wants it.

■

You will get an attractive proposition on prices and terms, if you will write us and ask questions. You will then see why you certainly should include Preston Steel Ceilings in your regular selling. Ask NOW.

PRESTON STEEL CEILINGS

The Metal Shingle and Siding Company, Limited

PRESTON, ONTARIO. - - Branch Office and Factory at Montreal

The BURMAN No. 17 POWER CLIPPER

Enclosed Gear Type

Fitted with the Burman Clipping Head.

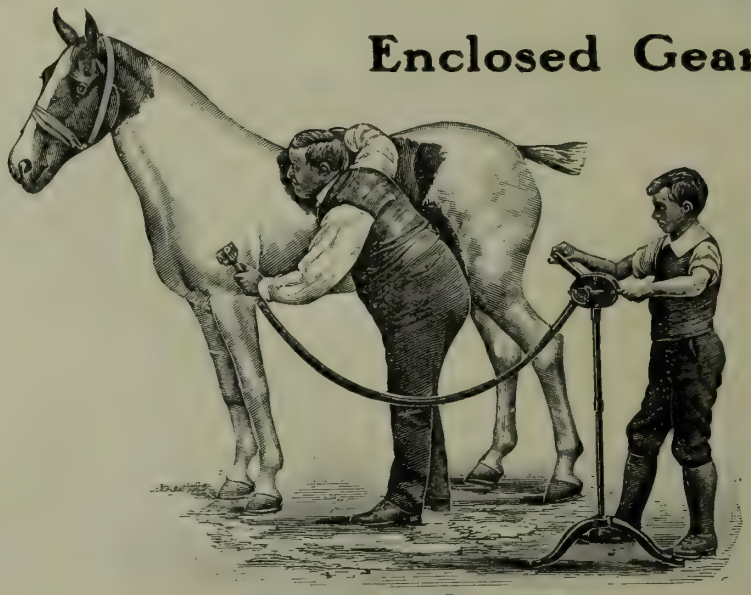
Cuts over three teeth.

Rapid work.

Takes the heaviest coat.

Anti-frictional Tension Device.

Easy Working.



THE BURMAN No. 17 AT WORK

Increased speed, geared up faster than any machine of this type on the market.

All gears cut from the solid bar.

6-Foot Flexible Shaft.

B. & S. H. THOMPSON & CO., LTD., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS

BRANTFORD ALL-AROUND GLUE

(Granulated)

IN PACKAGES

BRANTFORD GLUE

(In Sheet, Flake or Ground Form)

Canada Glue Co., Limited

Brantford, Ont.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout



The "CHRISTY" Safety Razor Outfit.

Quick Action, Good, Clean and Easy Shave

RETAILS
AT
$1.50

COMPLETE WITH
SIX SHEFFIELD
STEEL BLADES,
STROP HOLDER,
AND STROP

Prices and discounts on application.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

To the Hardware Merchants of Western Canada:

We take this opportunity of advising you that we have transferred the agency for our line of manufacture for Western Canada from the Western Associated Retailers Co. (formerly The W. A. Russell Co., Limited) to

MACKENZIE BROS.

Winnipeg and Calgary

We are shipping them a good stock of our well-known specialties, and they will be in a position to ship out goods promptly on your orders. This stock will consist of—

Star Haying Tools and Accessories
Star Litter and Feed Carriers
Cannon Ball Barn Door Hangers
Cannon Ball Houee Door Hangers
Cannon Ball Store Ladders
20th Century Barn Door Hangers
20th Century Barn Door Track
Flexo Barn Door Hangers
Flexo Barn Door Track
Star Barn Door Latches
Star Steel Adjustable Stanchions
Star Tackle Block Wire Stretchers
Ellwood Wire Stretchers
Knoxall Woven Wire Stretchers
Star Hoists
Star Steel Sleds, Coasters and Bobs
Star Coaster Wagons
Harvard Tank Heaters
Star Steel Screen Door Hinges
Star Anvils
Star Off-set Hinges
Handy Fast Pin Clevises
Harvard Hay Rack Fixtures

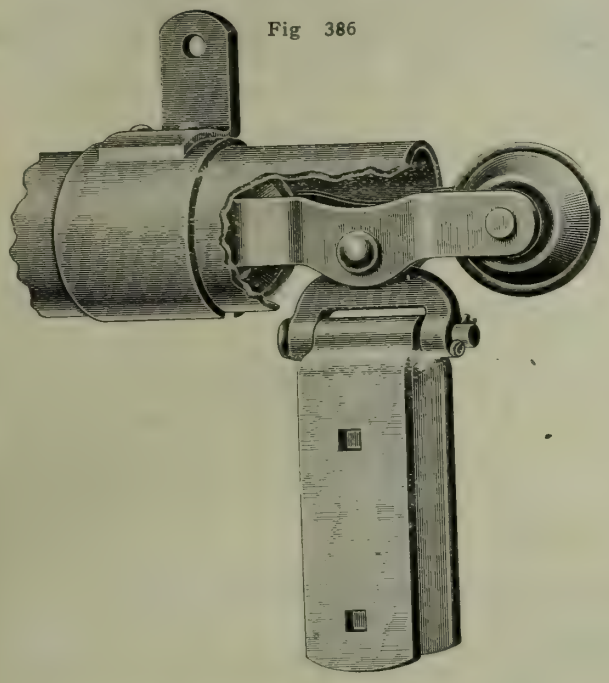
Their travellers will call on you in due course, and all orders sent them will receive careful attention.

HUNT, HELM, FERRIS & CO.

(Manufacturers of Hardware Specialties for 25 Years)

Harvard, Illinois

Fig 386



The Cannon Ball Barn Door Hanger

Steel wheel, roller bearing, noiseless, tandem, flexible, bird-proof, waterproof, completely enclosed. The Track comes in 3-ft. sections, crated. 96 feet of track is packed in a crate. Can be put under the counter, making it convenient for stock. The Track Brackets are packed separately. Note that Cannon Ball Hangers run inside of the track, not outside.

"The Cannon Ball Beats Them All."

The Cannon Ball House Door Hanger

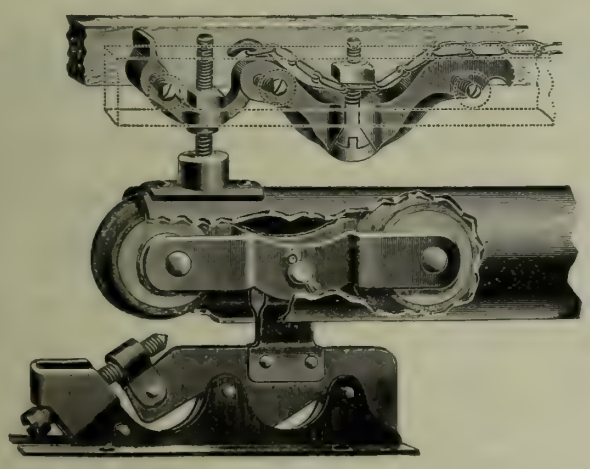
has two specially-formed rollers, which have steel bushings, covered with sole leather, making an indestructible wheel with wide tread and noiseless, being fitted with long roller bearings.

The Hangers are packed a full set or ½-set in a wooden box, neatly labeled. Ten full or ½-sets in a crate.

Cannon Ball House Door Track is made in lengths up to 12 feet, and is fitted with an Adjustable Wood Header, by means of which the Track is adjusted at the door opening with the use of a screw driver only.

"The Cannon Ball Beats Them ALL."

Fig. 404



The 20th Century Barn Door Hanger

is finished in aluminum. The frame and hood of the hanger are one malleable piece, thus making the hanger strong enough for the largest doors.

The wheels have wide grooves and run on hardened steel roller bearings, reducing the friction to a minimum.

A lip projecting about 1 in. below the wheel makes it impossible for the hanger to jump the track.

20th Century Barn Door Track is put up in 2-ft. sections only, 100 ft. in a crate, making it convenient to stock right under the counter.

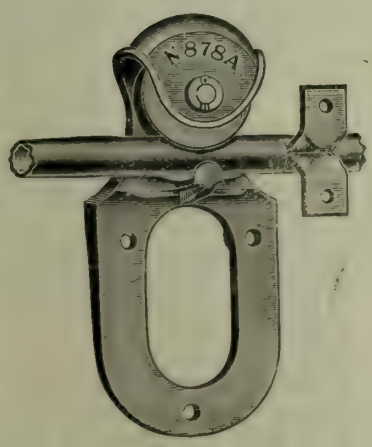
"The 20th Century Has No Equal."

Fig. 28



Front View

Fig. 35



Rear View

Mackenzie Bros., Agents,
Winnipeg and Calgary

HUNT, HELM, FERRIS & CO.
Manufacturers, HARVARD, ILLINOIS

GREENING

Is the Name Synonymous with the Strongest, Lightest and Most Reliable Chain

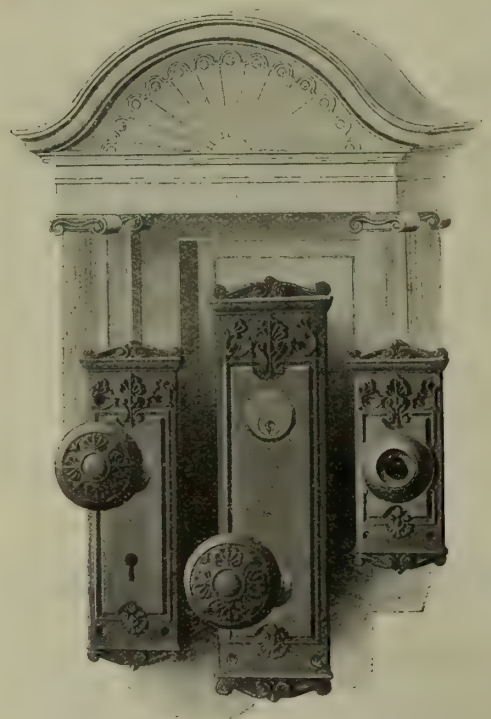
The one in which all possibility of defect through faulty links has been eliminated.

GREENING STEEL WIRE CHAINS

Are made for a great variety of purposes and are guaranteed to meet every requirement for which they are sold.
We make them up for Halter, Dog and Kennel Chains, Tie-Out Chains, Trace Chains, Cow Ties and for various manufacturers' requirements.

Selling Greening's Chains means selling satisfaction-givers.

THE B. GREENING WIRE COMPANY, Limited
HAMILTON AND MONTREAL



DESIGN—JEROME SCHOOL—ADAMS

Corbin Builders' Hardware Comprises

123 designs in 19 schools and 54 finishes. It is a valuable line made to meet the popular demand. Send for

JK 300 Series Design Leaflets JK 17 Colonial Designs
JK 53 Princeton Designs
P. & F. CORBIN, NEW BRITAIN, CONN.
P. & F. Corbin, of Chicago. P. & F. Corbin, of New York
P. & F. Corbin, Philadelphia.

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.
Banque Nationale Building
MONTREAL

Here's the Machine

---that competitors are copying

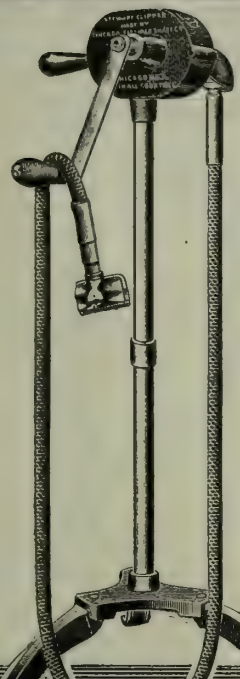
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guesswork" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee.**

Why the Stewart?

We don't ask "shrewed buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best** machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big free catalogue



STEWART

---the Stewart No. 1

Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write ***at once*** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart,** because it's to the best interest of the **user** to **own** and operate one.

250 La Salle Avenue
CHICAGO, ILL.

ATKINS

Profitable Saws



No. 190

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.

E. C. ATKINS & CO., Inc.

Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

To Dealers

Who Supply the BLACKSMITHS.

Star Fin Cutters

Star Plow Points



No. 1, Small
No. 2, Regular
No. 3, Large

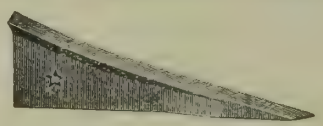


No. 4, Small
No. 5, Regular



Regular Pattern

AND **Star Landside Points**



Are Good MERCHANDISING for you

If you will mention STAR Plow Shapes to your Wholesale House, you can get them, for ALL the Prominent JOBBERS in CANADA handle them.
Would you like more detailed information? Write us, and we will send it.

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CARPENTERSVILLE, ILL., U.S.A.

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We make them, but we try very hard not to make the same mistake twice.
You may have been offering your customer another make of

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and we suggest you put yourself right at once, by insisting on having **STILL'S** and no other brand. They are the best.

Send for quotations.

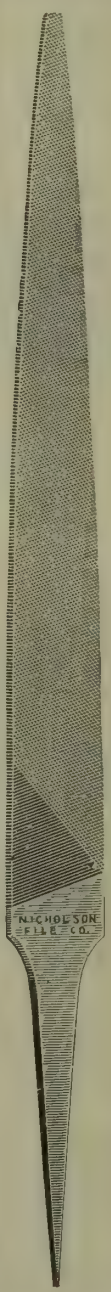
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Limited

St. Thomas, Ontario.

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OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe" "Eagle"
"McLellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

(Dominion Works)

Port Hope, Ontario



Showing how asphalt is dug from Trinidad Lake and transported to ship-board for Genasco Roofing

There's money in

Genasco

the Trinidad-Lake-Asphalt Roofing

for live dealers

Genasco is profitable because it is satisfactory. Satisfied customers make more business for you. They spread the good reputation of the dealer who sells superior products. They order again; and they stick to the dealer who sells them roofing that lasts.

Sell your customers Genasco—the roofing of proven quality, backed by the largest manufacturers of ready roofing in the world.

Tell them Genasco is made of Trinidad Lake Asphalt—the greatest waterproofer and weather-resister known; tell them it endures after ordinary roofing has cracked and crumbled; tell them it is *the* roofing for service and economy.

The Kant-Leak Kleet adds to your customer's satisfaction. Prevents nail-leaks. Waterproofs lap-joints without smeary cement, and makes the roof attractive-looking.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

Order Genasco from your jobber with Kant-leak Kleets packed in the rolls.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

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Crushed Quartz
Trinidad Lake Asphalt
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Asphalt-saturated Burlap
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Caverhill, Learmont & Company, Montreal

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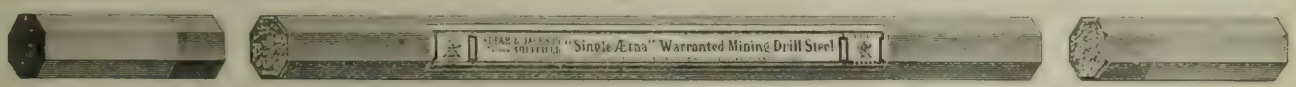
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(White Label and Ends) for the hardest known rocks.



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CHEAPER grades on application

Saw Steel, Mould Boards, Die Steel, HIGH SPEED Steel, Tool Steel, Steel for all purposes.

SOLE CANADIAN REPRESENTATIVE

J. A. Henderson, Metal and Hardware MONTREAL

Spear & Jackson, Ltd.
SHEFFIELD

A REMARKABLE TEST OF MAGNOLIA

BY THE UNITED STATES GOVERNMENT USING WATER AS A LUBRICANT



The "No. 2 Magnolia" mentioned in "TABLE E" contained the same proportions of tin, antimony and lead as the genuine "No. 1 Magnolia," but did not contain graphite, nor was it treated by our special foundry process: however it was made of virgin materials mixed in the ordinary way, and would class as a high grade babbitt.

TABLE E. Giving results of combined ahead and reverse for friction test of Magnolia and "A" White Brass for each change of weight for 100 lbs. per square inch to 600 lbs. per square inch of projected area of bearing surface by increasing weight 100 lbs. per square inch at each change—**Lubricant: Water.**

METALS.	Weight applied in lbs. per square inch.	Revolutions: Time in minutes.	Revolutions: Total.	Revolutions: Per minute.	Velocity or rubbing surface in feet per minute.	TEMPERATURE. Of air in room: At beginning.	Of air in room: Maximum.	Of air in room: Mean.	Of air in room: Mean increase.	Of water bath: At beginning.	Of water bath: Maximum.	Of water bath: Mean.	Of water bath: Mean increase.	Of test metal: At beginning.	Of test metal: Maximum.	Of test metal: Mean.	Of test metal: Mean increase.	Co-efficient of friction.	Comparative values as anti-friction metals from the co-efficients.
Magnolia No. 1	200	60	58.585	488.21	511.25	60.0	62.0	60.25	0.25	61.6	90.0	73.0	12.00	60.0	84.0	69.58	9.58	0.00159375	12.4811
" No. 2..	...	..	58.835	490.29	513.45	62.5	64.0	63.16	0.66	91.0	98.0	95.50	4.50	84.5	94.0	91.58	7.08	0.0049479	4.0202
A white brass	...	..	58.170	484.75	507.63	59.5	66.0	62.66	3.16	85.0	154.0	131.41	46.41	78.0	144.0	123.16	45.16	0.0198916	1.0000
Magnolia No. 1...	300	60	59.025	491.87	515.09	62.5	63.0	61.41	– 1.09	59.5	80.0	72.58	13.08	60.0	77.0	69.66	9.66	0.00080208	
"	400	60	59.345	494.54	517.88	64.5	66.0	65.58	1.08	69.0	90.0	81.24	12.24	68.0	86.0	78.4	10.40	0.00129166	
"	500	60	58.650	488.75	511.82	72.0	76.0	73.33	1.33	77.5	142.0	105.33	28.83	77.0	130.0	98.58	22.58	0.002427	
"	600	60	58.870	490.58	513.74	68.5	71.0	68.25	– 0.25	78.0	140.0	97.08	19.08	76.5	124.0	92.60	16.16	0.00275	

"A White Brass" could be tested up to only 200 lbs. per square inch, as the machine would not turn beyond that weight. The Testing Machine turned easily up to 600 lbs. per square inch with the genuine Magnolia No. 1.

It was not thought necessary to test the No. 2 metal beyond 200 lbs. per square inch. This Water Test shows the true intrinsic value of Magnolia Metal as compared with other metals: It also demonstrates that a metal may show relatively the same analysis as Magnolia and yet fall far short of giving equal results; it also shows the destructive effect of frictional heat on even a very hard metal like White Brass.

It will be observed that the genuine Magnolia Metal (No. 1) proved to be twelve times superior anti-frictionally to white brass and three times superior to the No. 2 or ordinary grade of babbitt.

Sold by Leading Dealers Everywhere or by

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal

New York **Chicago**

The American Can Co.

are ready to quote you prices on

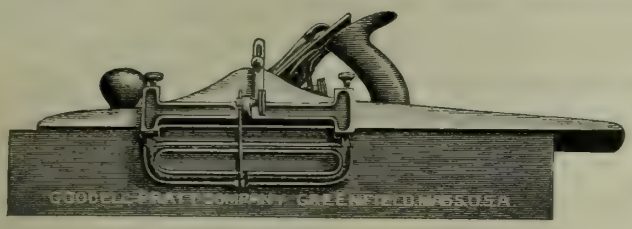
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FRUIT and VEGETABLE CANS,
SYRUP and OIL CANS,
BAKING POWDER CANS,
SPICE CANS, COFFEE CANS,
MEAT CANS, TEA CANS,
LARD PAILS, JAM PAILS,
ETC., ETC.

Plain Tin or Decorated Tin

MONTREAL, QUEBEC - HAMILTON, ONTARIO

PLANE GAUGE



No. 333

In a Growing Country

where new buildings are continually going up there is a ready sale for these Attachments, which live dealers should supply to their own profit.

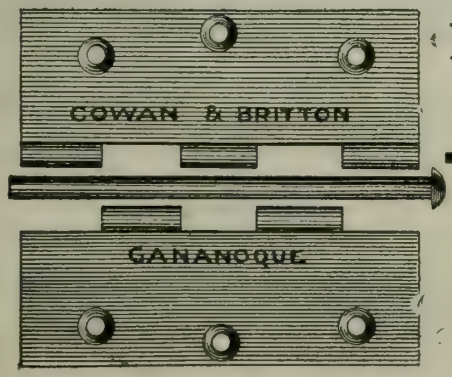
GOODELL-PRATT'S PLANE GAUGES make possible the nicest work by a novice, while the most experienced carpenter will find them invaluable from the speed with which he can work. Once used, a man will never be without one.

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Battery Zincs, Fuse Wire, Wire Solder

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Sold by all Foundry Supply Jobbers.

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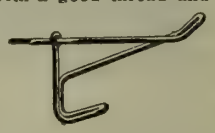
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Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.
Send for Sample to



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IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

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Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by

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Catalogue furnished on application

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Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.

Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

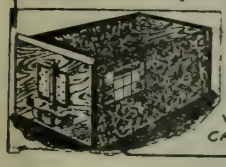
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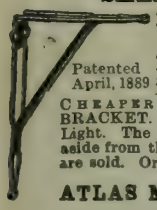
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Write for Catalogue and Price List.

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Will Hold Up a Shelf

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ATLAS MFG. CO., NEW HAVEN

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Manufactured by

THE COLLINS MFG. CO., - TORONTO

STEEL STAMPS.

YOU simply cannot afford to buy a dollar's worth of Steel Stamps, Stencils, Brass Signs, Checks, Machine Name Plates, Stamped Metal Goods, Pattern Letters and Figures, Tags, Badges, etc., until you have our prices. We can save you money.

The Mayo-Brown Mfg. Co.

HAMILTON, CAN.

TOOLS.



ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co. 106 N. Francisco Ave., Chicago, U. S. A



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking —

John Watson Mfg. Co., Limited,

Ayr, Ont. Winnipeg, Man.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilato on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works 17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 152 McGill Street

MONTREAL

Clothes Wringers

1, 2 and 3 YEAR GUARANTEES

Flexible Drag Tooth Harrows

3/4, 11/16 and 9/16

The Estate of O. D. COWAN, Gananoque, Ont.

Agents:

Asselin & McMaster, 207 St. James St., Montreal.

J. A. Giard, Quebec, P.Q.

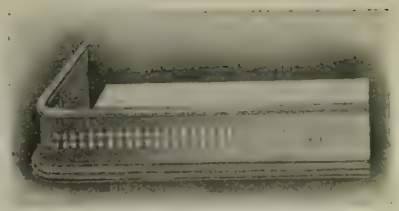
WE MANUFACTURE

WIRE SPRINGS

FOR EVERY PURPOSE

James Steele L **Guelph**

When writing advertisers kindly mention having seen the advertisement in this paper.



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street,

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. WRITE FOR CATALOG.

Canadian Representative---**H. L. SOPER,**

469 Margueretta Street, - - TORONTO

The

Condensed Ad.

page

will interest you



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

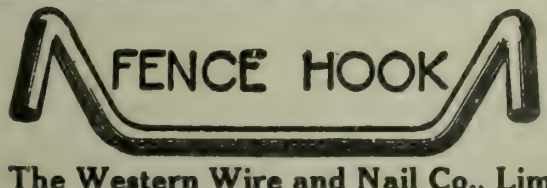
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

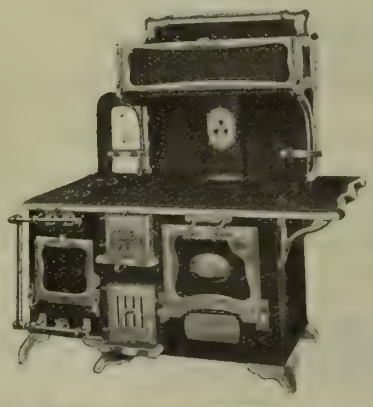
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

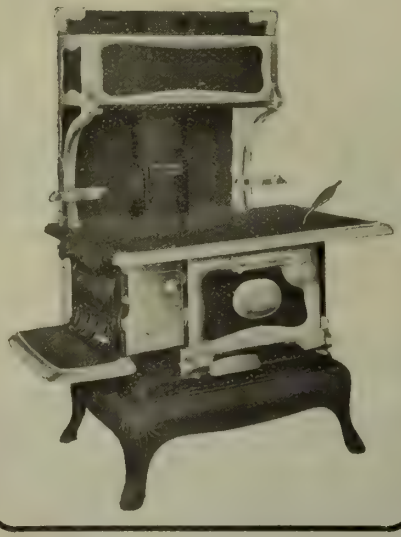
Works: Don Roadway, Near Queen Street - - - TORONTO

GURNEY-OXFORD Remember the 1st Week in May GURNEY-OXFORD









A LETTER TO CANADIAN STOVE MEN

Toronto,
April 17th, 1911.

Dear Sir:

Just a year ago we issued a book, outlining what we would do for the trade during 1910 to help sales. You may remember that book. It was called "A hot campaign for the dealer."

That co-operation made sales—we know that, because we filled the orders. It made most sales where we had live, intelligent co-operation from our local man, but it helped all along the line.

Our new proposition—our co-operation for 1911—will come to you about the first of May. We'll make no definite promises further than to say we expect an even bigger increase this year than last. Our line, too, is even better and more complete than it was last year.

Are you telling the same sort of stove story as the other fellow? Or, this year of 1911, will you be there with different, better, more effective methods?—because we'll have them, May 1st. And we can enable you to **clearly show** that the Gurney-Oxford Economizer will save household expense for your customers.

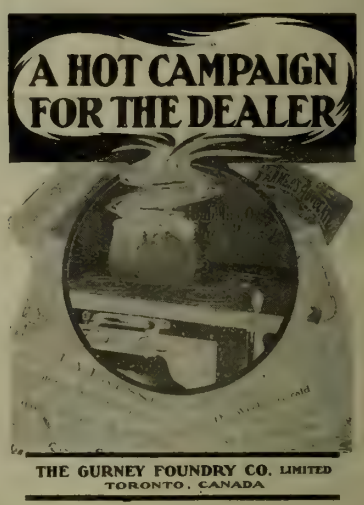
Better find out this year, May 1st.

Yours very truly,

THE GURNEY FOUNDRY CO., Limited.

E. H. Gurney







Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



VOL-PEEK

Granite Cement is one of the most profitable lines to handle. There is always sale for it and nearly always repeat orders. Vol-Peek is put up in stands as above, esch containing 30 15c. boxes, price $2.50 This retails for $4.50, giving you a profit of 80% on each sale.

Remember this is a quick selling line—A really fast money-maker for you.

Let us have your order to-day and we will date your invoice at 30 days.

Send for free sample and full Particulars

H. Nagle & Co.

MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ECONOMY FURNACE

300 Series



Note Vertical Shaker.

The best arguments in favor of any heating apparatus are:—

A delicate appetite for fuel—its ability to maintain a summery atmosphere regardless of weather conditions—and the long terms of years it will provide this service.

Heating Contractors and thousands of satisfied users testify to the ease with which Pease Furnaces fulfill these conditions.

There are good profits and satisfied customers waiting for the contractor who handles our lines, and what is more, our Heating Engineers are always ready to assist in making sales.

A sample furnace on your floor means more heating contracts.

SEND FOR CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

No Western Dealer can afford to be without it!

The GLEANER

is the style of stove that will be in big demand for the next few months by the Settlers and Homesteaders.

As far as the working qualities are concerned it is guaranteed to cook and bake as well as a stove costing twice the money.

This Stove is built right and the price is right.

They are carefully packed and crated to withstand any kind of abuse in transportation.

Large stock of these Stoves carried at Winnipeg.





The GLEANER is made in two sizes, 14 and 16 inch ovens with four 9-inch pot holes, specially adapted for burning lignite coal or wood, and is fitted with duplex or flat grates as desired.

Crated weight of square stove 170-lbs. With reservoir 190-lbs.

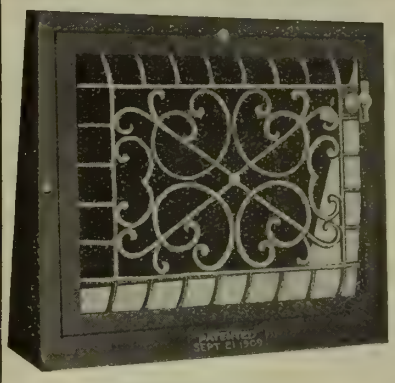
FINDLAY BROS. CO.

LIMITED

Carleton Place, Ont., and Winnipeg

Distributing Agencies:—

D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

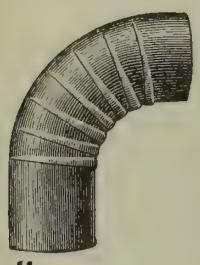
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

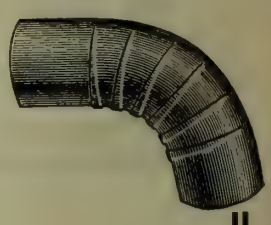
A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Quality Goods Promptly Shipped



In every line which we make you may rely on a high uniformity of quality and the closest of prices consistent with that quality. Our

Eavetroughing and Conductor Pipes

will give solid satisfaction to your customers and worth-while profit for yourself. Get prices of our Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Galvanized Iron Sheets, Corrugated Iron Roofing and Siding.

WRITE US TO-DAY

WHEELER & BAIN

The Quick Shippers



TORONTO, Ontario

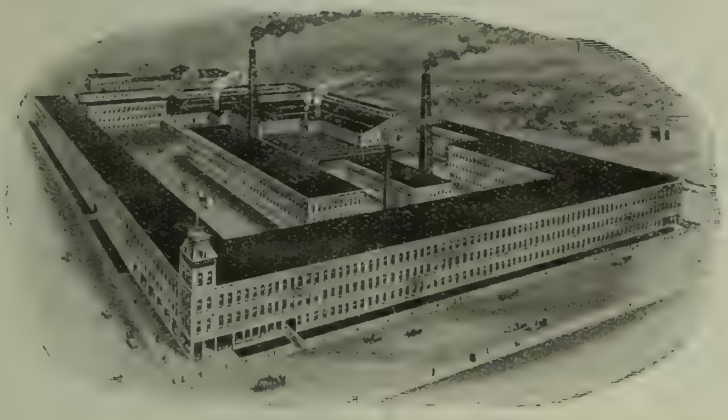
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL



WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



Sell a Good Lawn-Mower

to a man and you've gone a long way toward winning his confidence and trade. Sell him one not quite so good and he'll resent it every time he mows the lawn. Sell him a

MAXWELL LAWN-MOWER

and be sure you are on the right side. The Maxwell cuts so smooth, clean and easy, and holds its edge so well, that every man who appreciates a good machine is sure to be pleased with it.

8 to 22 inch widths—wheels 8 to 11½ inches high—3 to 6 knives. Grass catcher attachment if desired.

David Maxwell & Sons, St. Mary's, Ont.

BETTER SEND ALONG THAT ENQUIRY TO-DAY?

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

MAKES THE JOB EASY!

If the hand that rocks the cradle, and likewise rules the world, knew how much easier the job would be with a range of the

COLONIAL LINE

in the kitchen, they would never buy any other. **Many of them won't.**

These Ranges are beautiful in appearance, an adornment to any home, economical on fuel, easy to regulate, fitted with loose nickel parts—a great saving of labor in cleaning—and are perfect bakers.

Mr. Dealer, it will be to YOUR interest to have this line on the floor, it has been a leader. "When you buy the Percival you buy the Best."

The Percival Plow & Stove Co., Ltd.

Merrickville, Ont.

The Goods That Have Made Good Because They are Well Made.

St. MARYS WOOD SPECIALTY CO. Limited
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

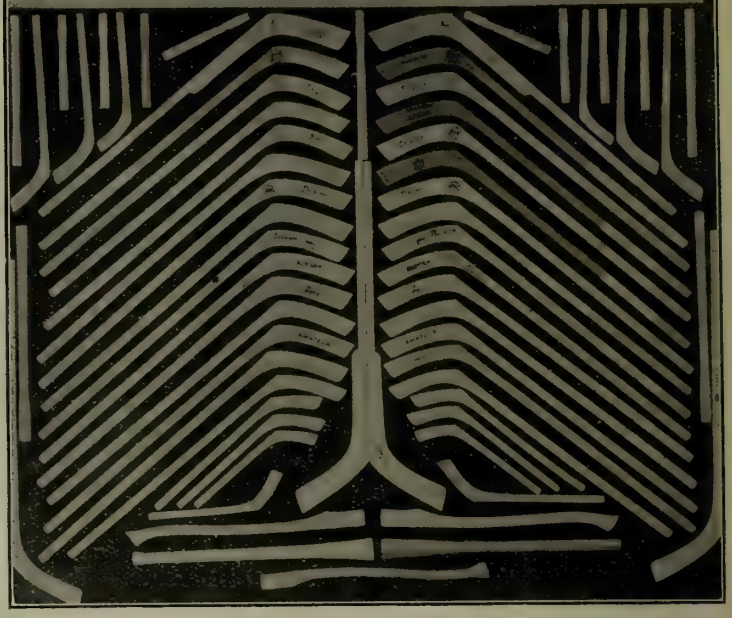


Exhibit at the Ontario Retail Hardware Association Convention

Write for latest Price List Just Issued of Hockey Sticks, Ball Bats and Handles.

Factory and Head Office, - - ST. MARYS, ONT.

Branches, Montreal and Winnipeg

Griswold Hardware is made to sell

Its Finish and Special Features appeal to the public. It is thoroughly modern.

Back of Appearances is a solid worth that makes it *continue to sell,* every piece making friends for our other specialties and bringing business to the Hardwareman who carries GRISWOLD SPECIALTIES in stock.

Some of Our Lines are—Cast Aluminum Hollow-ware, Waffle Irons, Food Choppers, Gas Stoves and Ranges, etc.

Send for Catalogue and Prices, etc.

The GRISWOLD Manufacturing Co., Erie, Pa.

A POPULAR-PRICED WATCH WITH A SEVEN-YEAR GUARANTEE



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

Mr. Hardware Man:

This proposition should appeal to you as a business man.

In selling these watches you take no risks at all. You sell the watch and take your profit and then we take all the responsibility.

Each watch carries its own guarantee, so that if anything should go wrong it can be returned direct to us and we will make it good.

This is a real money-maker and it will pay you to investigate.

Drop us a postcard and we will send you by return mail our price lists and also our free show-case offer.

LOUIS NEWMARK

149 Notre Dame St. West. MONTREAL

Copp's Stoves and Ranges



The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lift key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all new features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

Brand of Perfection.



TRADE MARK REGISTERED.

"They say best men are moulded out of faults,
And for the most, become much more the better for being a little bad."
—Measure for Measure.

Your Wife may not feel disposed to accept this argument, and it is as well to remember "if you are at any time inclined to use this quotation" that ***Mariana*** had that day married ***Angelo*** and was pleading for his life.

We do not feel safe in voting ***Yea*** or ***Nay*** upon the subject, but no argument is necessary upon the goods we manufacture.

A LITTLE BAD WOULD SPOIL THE WHOLE

That is why only the very best material is used. The result is ***Our Reputation*** for ***Good Quality*** extends from ***Coast*** to ***Coast***.

Write us to-day for Quotations on Lead Pipe, Lead Waste, Traps and Bends, Block Lead, Sheet Lead. Solder for all purposes.

Hardware Men Don't Keep Our Goods. They Sell Them.

The CANADA METAL CO. Ltd., Toronto

Modern Lavatories



No. 854—Improved "Victorian" Pedestal Lavatory.

The **"Victorian"** Semi-Porcelain Lavatory here illustrated represents the most up-to-date sanitary fixture of the kind. It's like a piece of table chinaware, made durable, and very strong for bathroom and lavatory requirements.

All corners rounded off and decorative mouldings dispensed with, ensuring highest hygienic qualities and perfection in design.

These Goods are Fully Guaranteed Not to Craze

Made in an assortment of sizes for side wall or corner. If you want the latest thing out, ask for the **"Victorian."**

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

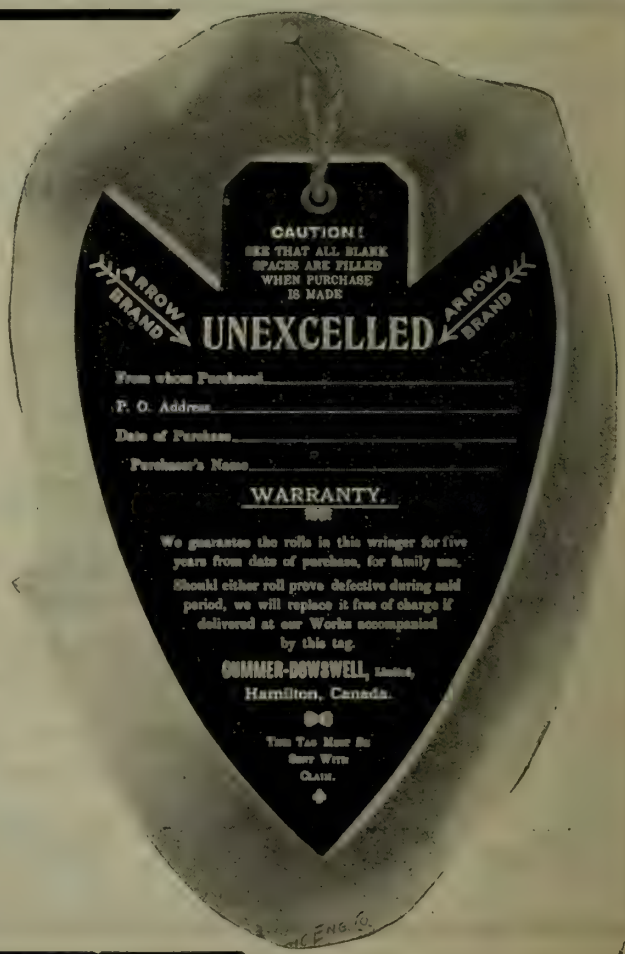
THIS TAG

is attached ***only*** to Machines that embody ***Everything*** necessary or desirable in a ***Clothes Wringer.***

It insures the wear of the rolls (the heart of any wringer).

It makes them ***easy to sell*** because the user wants a machine her neighbors recommend and not an experiment.

The difference between ARROW BRAND and other makes is ***over twenty-five years of knowing how.***



For sale at THE BUSY STORES

CUMMER-DOWSWELL, Limited

MAKERS

HAMILTON, ONT.

Eastern Agents,
W. L. Haldimand & Son, Montreal, Que.

Western Agent,
H. F. Moulden, Winnipeg, Man.



The "Model" Refrigerator
Is the Refrigerator to Purchase

It is the Refrigerator that appeals to the housewife, it is built after her dictates, represents her ideal of what is best in refrigerators and is purchased by her.

It is modern in construction, has the correct air circulation, and compares favorably with the more expensive lines. There is business in this Model for you, if you will go after it. Why not get your share?

NO.	Outside Dimensions Inside Length, Depth, Height	Approximate Shipping Weight, lbs.	Dimensions of Ice Chamber Inside	Dimensions of Provision Chamber inside	Ice Capacity lbs	List Price
46	28x19x23	110	13x20½x13	19¼x17x13	70	$16.00
47	34x22x54	130	14x24½x14	19¾x21x14	95	$19.00
48	34x22x54	145	14¾x28½x16	20¾x25x16	120	$26.00

SPRINKLERS

Galvanized Japanned Plain



Now is the season to look after your sprinkler stock and now is the season that we can give you best shipping service. These are supplied with Clearable Zinc Roses.

Quarts	1	3	6	10	14	16	20
Diameter, Inches	4½	6¼	7¼	8½	9½	10½	12
Plain, Per Dozen	2.70	3.95	5.10	6.40	7.30	9.00	11.00
Japanned, Per Dozen	3.20	4.50	5.65	7.10	8.10		
Galvanized			8.00	9.00	11.00	14.00	16.00

McCLARY'S

LONDON TORONTO MONTREAL VANCOUVER
WINNIPEG ST. JOHN HAMILTON
CALGARY SASKATOON

DOMINION PRIMERS

Made in our own Factory. PACKED in Divisional, explosive-proof boxes of 100 Primers each.



Especially adapted to various powders used in our Cartridges and Shot Shells, insuring perfect ignition.

Dominion Cartridge Company, Limited

Ammunition Manufacturers

Montreal - - Canada

REMINGTON UMC
TRADE MARK

PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION.

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC ***Arrow and Nitro Club Smokeless Shot Shells***

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC ***Steel Lined Shot Shells***

have won the Grand Canadian Handicap for five years straight. Dependability is guaranteed by the name,

Remington-UMC

Remington-UMC, the perfect shooting combination,

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Busy Season in Sporting Goods is Now Beginning

Dealers Should Give This Department a Good Place in the Store—Some Effective Window Displays — Novel Methods Adopted to Attract the Trade of Athletic Devotees.

After long delays and several futile starts, spring seems to have come to stay. The arrival of bright days and spring sunshine is always the forerunner of an active revival of sport and it behooves the hardwareman to see that his sporting goods department is in readiness to meet the coming demand.

Already small boys congregate on corner lots; the newspapers are devoting columns to the doings of baseball teams in the south and the lacrosse prospects; and in every healthy man's mind the old time desire to witness, and participate in sports is again awakening. There's something in the spring atmosphere that arouses the latent love of sport. But, as the ardor of the amateur cools off some as the ennervating heat of summer arrives, it is the spring that the most business in sporting goods is done. The present opportunity is, therefore, too good to be neglected.

The first step is to arrange the stock in neat and ship-shape form and in as conspicuous a part of the store as can be allowed for the purpose. It is wise to keep all sporting goods in one place and not scatter them in a dozen different spots as is done in many stores. Much time and labor will be saved and the effect is better.

Last spring a Winnipeg hardware dealer decided to make a strong bid for sales in this line and it occurred to him that it would be wise to make a separate department of sporting goods. At the back of the store on one side was the space, to which the paint stock had been relegated during the winter. As soon as spring time had arrived, he had promoted his paint stock to the front and thus had a certain amount of room left in the rear. He decided to turn this corner into a sporting goods department, and went about it by moving the counter out and putting in a railing which extended almost to the other side of the store. In the space thus provided, a complete stock of sporting goods was displayed. The cases along the wall were devoted to the display of rifles, fishing tackle, golf supplies, etc. A number of tables were provided to show baseball, cricket, lacrosse and tennis supplies. Cricket bats, lacrosse sticks, baseball bats, paddles and fishing poles were kept in suitable racks along the sides. Hammocks and punching bags were suspended from the ceiling.

Entrance to this compact little department was obtained between two posts which ran up to the ceiling and were loaded with small goods, such as baseball gloves, deckers and masks.

The segregation of the department is wise from many standpoints. In the first place, the young man or boy, who drops in to make a purchase, likes to take his time and look the stock over and he feels more at liberty to do so if he finds himself in a part of the store given over entirely to sporting goods. In the second place, he is more likely to see other things that he needs. For instance, if a boy comes in to buy a baseball, he is likely to try on a "decker" or two and test the heft of the bats. As the sport-lover seldom has the heart to "pass up" an article which pleases him, and which he needs, it is not difficult to sell him other goods besides that which he came in to buy in the first place.

Sporting Goods Window.

The present is the time of the year when sporting goods windows are most effective. They serve to arouse to full activity the awakening enthusiasm of the sport-lover. One bright spring day, a man in the thirties was ambling aimlessly along the main street of his home town, the very picture of lassitude and ennui. "Don't know what's the matter with me," he confided to a friend. "I feel as though I needed something but I don't know just what it is." "Spring tonic?" suggested the friend. "No, I've found out what it is," was the sudden response, as the man stopped in front of a hardware store, and gazed at a display of fishing tackle in the window. "I want to go fishing." He dived into the store and purchased a fisherman's outfit right there and then.

Sporting goods offer to the window dresser wide scope for originality. There is a splendid variety of articles to work upon. One of the most effective windows seen in some time was a display of sporting goods of all kinds, grouped around an imitation baseball, about the size of a football, which was suspended from the ceiling on a rope. A clever mechanical device had been put into use and the baseball swung back and forth, like the pendulum of a clock. Anything in motion is bound to attract the crowds and certainly this window came in for its full share of attention.

Some Novel Expedients.

Dealers in sporting goods have been known to resort to novel methods of attracting trade. In a certain western Ontario town a few years ago the lacrosse fever took hold of the inhabitants so badly that the country was scoured for good players to strengthen the ranks of the "home brews." The outside players thus secured soon became the lions of the town. An enterprising local hardwareman thought that he perceived an opportunity to boost the sales of his sporting goods department and he employed the particular bright and shining star of the team to act as salesman for him. The player was away during part of each afternoon at practices and on match days did not report at the store at all. Nevertheless, the merchant paid him a good salary and reaped full benefit from it, because, during the hours that the great player was in the store, he drew unprecedented crowds. The store soon had an almost complete monopoly of the sporting goods trade of the town and, in addition got a large measure of advertising

Send Out Circulars.

A sensible measure to adopt at the present time is to send out circulars to all men in the district interested in sports. Lists can be secured by approaching the secretaries of the different athletic and sports organizations in town.

A little canavassing work will also also help considerably. When a club is organized, it is well to have the officers seen at once. Otherwise, orders for season's supplies may be placed with some other firm. The officers of an athletic club seldom take the trouble to go around to all stores and get prices from each one. They are very likely to buy at the most convenient place and get it over with.

Advertising Sporting Goods.

That it pays to advertise sporting goods is shown by the publicity given this department by T. McAvity & Sons, St. John, N.B.

In the daily papers of April 8, a full page was given up to an advertisement of anglers' supplies. In the editorial, or leading "talk," the following convincing arguments are made:

"Soon you'll hear the call of the babbling brook and want to be on your favorite stream and get in touch with the speckled beauties.

"A fisherman's luck depends largely upon his equipment and we wish to remind you that we sell everything in tackle to make the fisher happy and successful. We carry in stock the most desirable and up-to-date articles in fishing tackle and offer for the season of 1911 a finer and larger line than ever before."

In the body of the ad. is found a complete list of all that a disciple of Izaak Walton would require—fishing baskets, reels, landing net frames, rods of all sizes and varieties, flies, trout casts, lines, artificial bait and boxes. Nearly all the articles are illustrated, described and priced.

Terse Pointers.

Put in a stock of golfing supplies and advertise it.

In an American hardware store an original sporting goods window was arranged, by showing a board marked off as a diamond, on which miniature figures were placed as though engaged in a game.

More motor cycles have been sold during the past year than in any two previous years.

The National Sporting Goods Dealers' Association recently held its annual meeting at the Hardware Club, New York City, President Stake in the chair. The following officers were elected for the ensuing year: President, T. W. Stake, Schoverling, Daly & Gales, New York; vice-president, Charles Z. Tryon, E. K. Tryon Company, Philadelphia; treasurer, Charles J. Schmelzer, Schmelzer Arms Company, Kansas City; secretary, Alf. Blackburn, H. & D. Folsom Arms Company, New York. Directors chosen for the coming year are as follows: T. W. Stake, Charles Z. Tryon, Charles J. Schmelzer, Charles Antoine, Justus Von Lengerke, P. R. Robinson and J. B. Read.

Personal Touch That Means Succes

Practical Man Points Out the Power of the Dealer in Modern Business Building—Means and Methods for Selling Goods Above Actual Demand — Quality Talks More Than Price.

By J. E. Brown.

Address Delivered Before Edmonton Retail Merchants' Association.

When one has decided to build, he first considers what it is to be used for and what end it will serve, and then considers the material and the cost.

Just so with business. What are you going into business for? What kind of a business do you want, and what end is it to serve? After you have decided this point, then you can lay your plans and if you are wise you will select material in the shape of principles, character and merchandise to build with.

Ability to Learn Required.

If you have the ability to learn the detail and principles of your trade then you have the first requisite. But ability is a worthless asset if you lack patience, initiative, energy, and adaptability. These five qualities combined make proficiency and this is the quality that spells success. I mean these are the five essentials that form the foundation to build on.

The materials that go into the superstructure are absolute honesty with the public, reasonable value given in exchange for the price, the personel of the firm and employes to be above reproach, so that every statement will carry the convictions of truth and fairness, a cool head that will not be turned by the blush of success and a resolute spirit that will stand firm when the clouds of adversity rise and threaten and the disposition that "He who serves best rules most."

Must Resist Temptation.

You must be a man who can resist the thousands of temptations to take undue advantage of the public's confidence and often ignorance.

You must also have the faculty of saying no to the numerous insidious schemes presented for the sole purpose of separating you from a part of your hard earned cash.

And yet, when one is catering to the public, he must be courteous, suave and polite enough to radiate an atmosphere of agreeableness that will intoxicate all who come into contact with us, remembering always that the dear public is a very numerous personage with a lot of needs, notions and eccentricities and that you, as a man in public business, will be called on for favors as well as wares.

Strive for Simple System.

We hear a great deal about methods in business. There are new systems coming up every day, many of them emanating from professional systematizers who invent new ones as fast as the old ones are sold and exploded. Beware of them and select after careful acquaintance with the needs of your business, the simplest system that will give you the detailed information necessary to the conduct and development of the business. I am a crank about system and approve of it, as no business is running safely that cannot be analyzed and checked to secure any information that may be wanted; but get at it the shortest way and discard all the rubbish of red tape.

It is the personal contact that builds for or against the store. Too many merchants think if they only had the money they could do all they wanted. My dear sirs, this is only a means, but not the necessity. You might have money enough to buy the best corner in town, and erect the best building that experience and money could build and then send the shrewdest buyers out and glean the markets of the world for just the goods needed and then employ the best decorators to arrange them to tempt the customer and then have the cleverest advertisers write the most alluring description of the goods and invite the public in and they come by thousands and fill your store and your bosom swells with satisfaction and your hopes reach out for more.

But, gentlemen, that might be your biggest day. Not because your goods, prices or accommodations did not suit the public. Oh, no, it is a much more serious thing—the clerks behind the counter did not know their business or your business and the public failed to get the service they want—the personal contact was not satisfactory.

The information, help, service and satisfaction were lacking, not because the store did not have it, but entirely because the sales persons failed.

Too many merchants try to "stand in" with the public, but never think of "standing in" with the help. One is just as commendable an aspiration as the other. The first often costs more than you can afford and only brings friends while you pay or play, while the other only costs you the price of what good clerks earn and their self respect.

You employ help to do work you have not the time to do, or to do work better than you can do it and in most cases you ought to get help for both reasons.

The man who is so narrow that he hires help to do only the things of little importance will always have a small business.

There is one type of men who ought never go into business, and that is the man who is afraid to let the man under him know what he knows. Nobody knows enough and the man who knows less is more useless.

The proprietor, overseer or department head who is not broad enough to teach help under him all he knows, is hindering his own prosperity, the business and the help under him. He belongs to the old school, who said "a little learning is a dangerous thing."

Teach your employes how goods are made, their uses, who makes them, their cost and the profit necessary to sell the to have a successful business. Once they know this your interests are safe.

Some one is saying now that you do not dare tell some clerks such things, and if you have help of this kind, do not be foolish enough to keep them when there are good people to be found.

There are many more things I would like to say about store help, but it would be better to say it direct to them instead of the employer.

Place Quality Above Price.

Too many merchants put too much stress on the price, thinking that it is the attracting power for a store.

There never was a greater delusion and misconception. Price never created a desire for goods and a sale never was made without the desire for the article.

I admit that after the desire is there price concessions help to remove an obstruction to obtaining it, or make it easier for one having a desire for the goods, to gratify it. But I repeat, price never creates a need or a desire for goods, except perhaps with the millionaire spender who occasionally buys goods for their exorbitant value. This, however, only proves that a cut price is not good business.

Advertising in the Busy Season

Difficulty in Discriminating Where So Many Lines Present Themselves — Some Suggestions for Advertising Seasonable Goods — Well Designed Housecleaning Goods Ad. Reproduced.

There is no need for the hardware dealer to perplex himself a great deal over a theme for his newspaper advertisement during the next few weeks. Surely there is no lack of possibilities, when the housecleaning season is just on, when the ground is getting nicely loosened for gardening, and when the streams are commencing to attract all those who love to fish. Indeed, the great difficulty will be to discriminate—to decide what lines must be especially pushed by means of advertising, and what ones may safely be passed over until a little later.

A glance through a number of newspapers from various parts of the country, shows that hardwaremen, as a rule, are fully alive to the opportunities that are theirs just at the present time. In almost every ad., spring goods are being boosted, and even the most apathetic and unprogressive dealers seem, at last to have discarded their Christmas and New Year's advertisements.

What Some Dealers Advertise.

Hardwaremen on the Atlantic and Pacific coasts, as well as in some of the important lake ports, are devoting their space to an appeal to vessel owners. This is the time when ships are being overhauled for the season of navigation, and, what with the brushes, paints, oakum, cleaning preparations, nails and spikes required, the accruing business to hardwaremen is considerable—if they make the right kind of bid for it.

A good many ads. feature poultry netting though Hardware and Metal has not seen any which really exhaust the possibilities of this line. The name "poultry netting," is, to a considerable extent, a misnomer, as this netting can be used for a multitude of different purposes. It cannot be beaten for tacking along the sides of a veranda or porch, to support climbing vines. It is splendid for dividing off any part of the yard for a particular purpose, such as a playground, and, as the netting may be covered with sweet peas or morning glories, the effect is very good. Numerous other uses will present themselves, upon giving the matter a little thought, and poultry netting will be found a fruitful source of advertising ideas.

Carpenters' tools and garden tools are coming in for a good share of attention, probably more than any other line. The chief fault with the ads. we have seen is that they simply give a list of the tools for sale, without saying anything about them—giving the prospective customer the information he would live to have about an article he thinks of buying.

Washing machines, spray pumps, and, of course, paints, are occupying a lot of space in the papers, and some result-bringing ads. are being produced. In these, the trace of the manufacturer's co-operation is evident. One Kingston dealer is appealing to the frugal residents of his city who will shortly bring out their last season's straw hats. He is advertising a preparation which will make them look like new.

House Cleaning Goods.

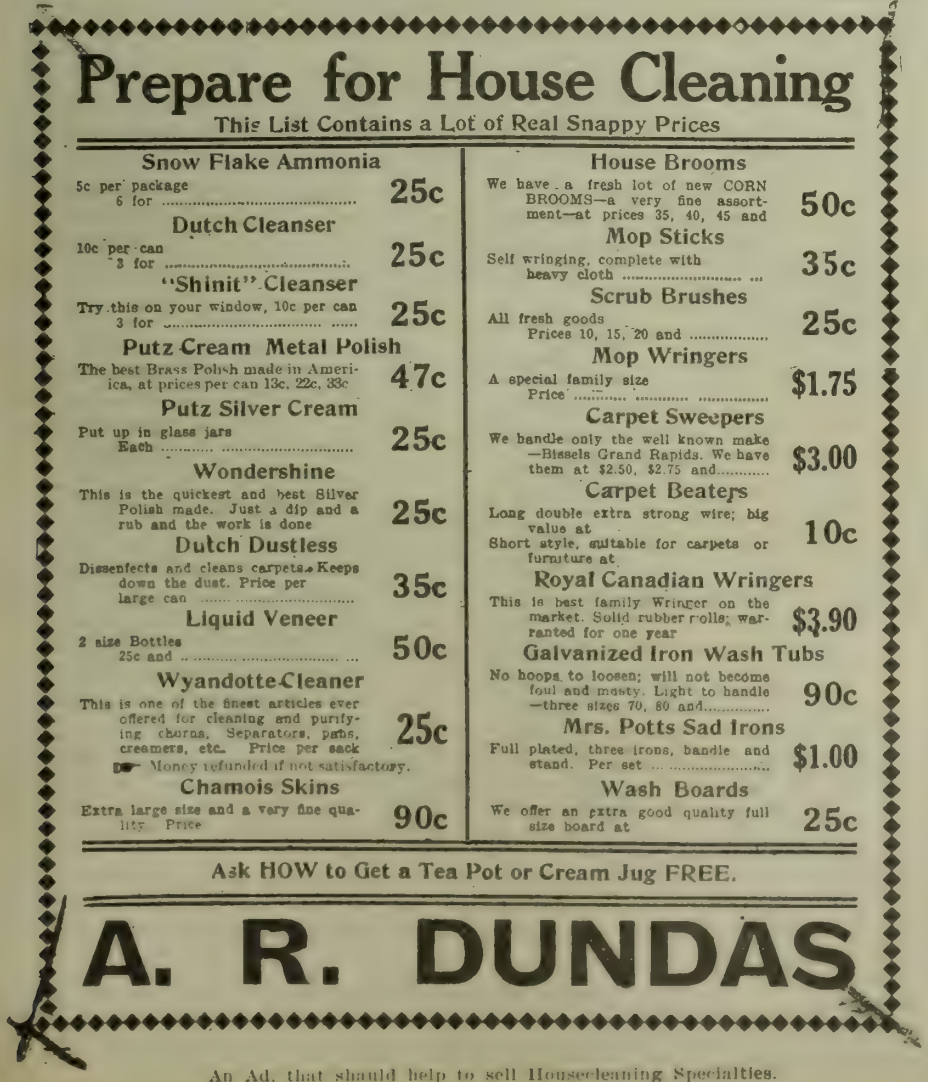
A well-designed advertisement which is calculated to interest the women folk, who are or soon will be deep in their housecleaning, was inserted by A. R. Dundas, of Cobourg, in his local papers. Although a great number of lines are advertised, the ad. is so well divided into panels, as to be very readable. On a comparatively small space, Mr. Dundas has brought to the readers' attention a great assortment of popular cleansing preparations and implements. The ad. is saved from being a mere catalogue or list of goods, by the brief bits of information which are included in each panel. The idea of giving prices on each article, is a good one, and, by the way out of all the ads. Hardware and Metal has noticed this week, only two—that of A. R. Dundas and Stanley Mills & Co., quoted any prices. This price-quoting in an advertisement, is as effective as price cards in a window display, and it should not be neglected.

Stanley Mills & Co., of Hamilton, are doing some notable advertising of paints and housecleaning goods. On two or three occasions recently, they have taken almost a full page in the Hamilton dailies, and inserted strong well-illustrated price-quoting copy.

From the Buyer's Standpoint.

One difficulty which seems to stand in the way of the average retailer producing good copy, is the fact that he does not allow himself to look at his proposition from the standpoint of his customers. With most hardwaremen the store is all in all to them and they are likely to think that other people are as much interested in it as they are. For this reason, their advertisements are more likely to dwell upon the word "we" than upon the more effective "you". They write about themselves instead of talking to their customers about their needs.

Here's a good pointer to make use of the next time you write an advertisement: make it talk just as you would like to be talked to, if you were the buyer instead of the seller. If you are advertising lawn mowers, your copy must be such as would interest and convince you if you yourself were thinking of buying a lawn mower.



An Ad. that should help to sell Housecleaning Specialties.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - - 511 Union Bank Building. Phone 3726
Vancouver, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

PAINT BUYING IS MORE ACTIVE.

Up to a week or ten days ago, paint manufacturers had reason to complain about the paucity and smallness of the orders they had received from the trade. The principal cause of this unseasonable slackness was the high price of linseed oil which, in the opinion of many dealers, was destined to seriously affect painting operations this season. There was also a feeling, among a section of the trade, that linseed oil was likely to decline, and they withheld their orders on that account.

This week conditions show a decided change. Dealers who were slow in placing their orders, have rushed into the market, and are now demanding immediate shipment. They have learned that their fears of an inactive painting season, were groundless, and the more cautious ones have been caught at the very opening of the rush season with depleted stocks.

It is well understood that the few days preceding Good Friday, are among the busiest in the year, for household paints. This is the first holiday of the season, and many are the householders who spend at least a portion of the holiday, in painting their porch floors, fences or interior walls. Few of them ever think of anticipating their requirements, with the result that there has been a rush for materials during the past week.

The fact that a good proportion of the orders received of late have been of the sorting-up variety seems to show that, while many dealers have been caught short of stock, there is still a disposition to hold off in placing large specifications, in the hope that prices will yet decline. It would seem, however, that such action is not the part of wisdom, as linseed oil shows added strength this week, and there is very little chance of even a slight decline in prices.

CONDITIONS CHANGED IN BICYCLE TRADE

It is pointed out that the present offers a splendid opportunity in the mother country, for hardwaremen to take up the bicycle trade. The reason advanced is that the automobile industry has attained to such proportions of late years that the establishments formerly given over to the cycle trade are now devoted almost entirely to the motor business. "In fact," writes Vulcan, in the Ironmonger, "the motor salesman is quietly dropping this department and, in consequence, a wide field is open for others. There is as large a demand for the ordinary cycle as ever, but the manufacturers are finding their distributing channels gradually dwindling." The inference drawn is that hardwaremen should annex this remunerative trade, before some other class take it up.

These conditions, as existing in the mother country, are reflected with more or less accuracy in Canada. The bicycle is still largely in use here, but the trade has been upset by the advent of the automobile. Shops formerly maintained for the sale and repairing of bicycles have been changed into motor salesrooms and garages. Bicycle traders have turned to the bigger game, and the bicycle has become a side line. Undoubtedly, there is a better opportunity now than ever before, for hardwaremen to handle a stock of bicycles.

FIRE SAFEGUARDS NEEDED.

During the past fortnight, no fewer than five fires have been reported in which hardware stores have suffered to a serious extent. In no case has the cause of the fire been satisfactorily explained; twice, the blaze started from explosions but how they occurred is more or less shrouded in mystery.

Store fires are occurring with such alarming regularity that it is only too apparent that there is a need for more practical safeguards in the West. In this connection an exchange says: "Most of the buildings in western towns are of frame construction, and when fire gets a fair start the ordinary small fighting equipment cannot save the building affected, or those closely adjacent. It is possible that brick or cement buildings, wherever they could be erected at reasonable cost, would more than pay for the additional expense in increased security from fire."

This reason does not apply in at least two of the recent cases where hardware stores have suffered. The buildings were new and thoroughly up-to-date, being equipped with fire walls and all possible precautionary devices. It is evident, however, that more care should be taken in the construction of new buildings. Hardwaremen who contemplate starting up in a new town would do well to seriously consider the problem of adequate protection from fire before building.

SHUTTING OUT THE PEDDLER.

Retail dealers in hardware, groceries and dry goods will not be bothered in Welland, Ontario, by the opposition of the hawker. The council of that place has shown its appreciation of the position of the home dealer by passing a by-law fixing a heavy license fee on transient traders. The fee will vary from $300 to $600, according to the nature of the stock carried. It is, therefore, practically prohibitive, as no peddler could afford to pay such a large sum for the privilege of hawking his wares.

The action of the Welland council is commendable from every standpoint. It protects the home dealer from the unfair competition of the transient trader, who drifts into town, sells a lot of questionable goods and then flits, taking his profits with him. It likewise protects the public. The peddler in many cases sells goods of inferior quality and foists his stuff on people who are not in a position to judge the quality of what they are buying.

THE HOOKWORMS ORGANIZE.

The order of the Happy Hardware Hookworm was duly organized at the meeting of the American National Hardware Association. W. B. Creed, of New Albany, Ind., was elected Grand Chief Crawler of the World and

R. H. Myers, of St. Louis, was chosen as Grand National Bookworm (secretary-treasurer.) A constitution and by-laws were outlined and many new members were admitted. Despite the fact that energy is the one quality above all others that members are not to exhibit, quite a little of it was shown in the way that the organization was perfected. An official button has been chosen, ornamented with a picture of a worm and the letters H.H. It's a long worm that has no turn and this one has several.

At all future American conventions, the social side of the proceedings will be in the hands of the Happy Hardware Hookworms. They will arrange the banquets, trips, etc., and see that the visitors have a good time. Consequently the members of the H. H. H., despite their name and the principles which they have espoused, promise to do a good work.

ENCOURAGE CLERKS TO STUDY.

It is surprising what good results can be secured from a store staff, where the proprietor takes a personal interest in his clerks, and encourages them to learn the goods, and to study selling methods.

Business, in these days, is becoming much more scientific than ever before. In fact there are those who speak of "The Science of Business," and, if business is a science or a near science, it may be at least partially learned by study.

This fact should be borne in mind by every hardware dealer who has clerks under him. He should consider himself not only an employer but also an organizer. His duty is not completed with the giving of the weekly envelope, but includes the teaching of his staff, or, at least, encouraging them to learn.

There are several good books now available on hardware store management, hardware window display, and hardware advertising, and there is Hardware and Metal, which, from week to week, publishes articles on every phase of hardware store problems.

We have recently added a special feature, with the idea of interesting clerks—a page for hardware clerks. This page will be largely devoted to hints on selling, and business conduct which cannot help improving the efficiency of clerks who become habitual readers of the page. Dealers who have the interests of their clerks at heart, and wish to improve their business in general, should encourage their clerks to study Hardware and Metal, and good books on hardware methods.

POINTED EDITORIALS.

Hardwaremen are getting a good big share of the trade in housecleaning necessities, this year.

* * *

The sporting goods department at this season of the year is one of the most important branches of the hardware store.

* * *

It is gratifying to note that so many hardware dealers are carrying on an aggressive spring advertising campaign in their local papers.

* * *

The report sent out from Savannah this week shows the turpentine sales column filled out with the letters N. D.—Nothing Doing. Not a sale was made last week.

* * *

The sale of Easter lilies and flowers of all kinds is very heavy around Easter week. Have you placed your stock of brass fern bowls and flower pots in good view?

Begin now, if you intend to handle sporting goods. The season is just opening, trade is sure to be heavy and the first business is just as important as that of mid-season.

* * *

Those dealers who held off their paint orders in the expectation that prices would go lower, are now urging the manufacturers to hurry along their belated specifications.

* * *

The carrying of sand bags and "knuckle dusters" is to be forbidden by law in Ontario. The measure will probably be opposed by the Brotherhood of Porch-Climbers, as an infringement of their ancient privilege.

* * *

The ardent fisherman, and his number is legion, can always be counted upon to "bite" when a tempting bargain in tackle or fishing accoutrements is offered. The best "bait" to use is a well dressed window of sporting goods and anglers' supplies.

* * *

To offset mail order competition, Pow & Wilcox, of Tillsonburg, are issuing a catalogue for distribution throughout the surrounding district. By thus "carrying the war into Africa," they hope to eliminate any tendency to buy away from home.

* * *

During the past two weeks, no less than five handsome hardware stores in the West have been practically wiped out through the agency of fire. While in some of the cases it was apparent that precautions against fire had been taken, there is no evading the general truth that sufficient safeguards are not provided in some parts.

* * *

The tendency nowadays to put up goods in the most convenient form is shown by the great development of the tinplate industry. It is estimated that there are in Wales alone 400 tinplate mills which produced last year 700,000 tons of tinplates, valued at £9,500,000. The consumption of steel in these mills amounted to 850,000 tons.

* * *

Some merchants have a system of bookkeeping and store management as circuitous and unproductive as the methods in Dickens' Circumlocution Office. Others have no system at all. There is, however, in this matter, as in practically everything else, a happy medium, which, once attained, spells a full measure of success in business.

* * *

A "magic carpet" has been invented in France, which possesses more practical qualities than the carpet of Arabian Nights fame, which could transport anyone who traveled on it from one continent to another in the winking of an eyelash. This carpet is fitted with an underwork of electric wires through which a current is sent, thereby heating the room. It is estimated that this new method will heat a room for something like a cent an hour. Still, we are inclined to believe that the day of the stove, the furnace and the hot water and steam system is not yet at an end. The heating engineer will remain a valued member of society, despite magic carpets or any other new-fangled methods of heating.

Our Page for Hardware Clerks

A Short Talk to Clerks

How Courtesy Can Help a Clerk to Make Friends and Close Sales — Many Clerks are Too Abrupt—Courtesy Counts on Telephone, Too.

By an Ex-Clerk.

Courtesy, they say, costs nothing, but it is a great asset; and when I say it is a great asset that is awfully true.

You might be thinking in your minds, listening to me, "Well, perhaps some of this stuff he is telling us is true—perhaps all of it is—but I don't think he knows it all." And right here I will grant you that I will never know it all, and I don't mind saying that neither will you!

But just let's stop and think a minute! Let's get down to cold facts. How smart are you? How clever? I will tell you how smart you are. Do you get $10 a week? Then you are just $10 a week smart. You are not worth $11 or you would be getting it. And don't ever forget this point.

How smart am I? Well, I am just exactly as smart as the company pay me, and not a cent smarter. We have to stare in the face sometimes our own weaknesses.

Courtesy means an awful lot in the retail store. Mrs. Blank comes in, she may have a headache, she may feel tired, she may have been out to an afternoon tea, but that is none of our business. She says: "I want a pound of coffee." You, Mr. Clerk, will reach to the shelf, get the coffee, hand it to her; "35c. Thanks!" That is not courtesy! Courtesy means taking your customer in charge from the moment she enters the store, saying to her, "Good afternoon, Mrs. Blank," with a smile, with a bow, the right way to do it, making some pleasant remark.

Don't forget another point; you don't know what is in her mind, and she doesn't know what is in yours, nor does she care. If you are discourteous, abrupt, or short in your talk or remarks, she will remember it. If you are courteous she may not—because she expects it; she looks for it; she is spending her money in your store, and there are lots of other stores to which she can go.

Make a Study of Human Nature.

As a rule every clerk knows to a certain extent the disposition of the customer to whom he is talking over the phone, and should act accordingly. Surely you can study human nature to some extent; study dispositions, and always be courteous. Have an inventive mind, be initiative! Because you are doing—what? You are laying the foundation for your whole future. Don't you think your employer does not notice these things? He does!

And then look at the effect one discourteous clerk may have on other clerks. It is contagious. All bad things are contagious, because they are easy to take on. It is like a drop of sour milk in a can of sweet milk; it ruins the whole can.

And don't overlook another point: The same customer who walked out dissatisfied is contagious to her friends and relatives, and it all hurts, and will always cost the house loss of customers, which means loss of trade.

A clerk to be always courteous wants to feel courteous, and to feel that way he wants the proper amount of rest; he wants to take proper care of his health. He should have at least eight hours' sleep. No clerk can feel the part, and look the part, and stay out late night after night. He is robbing himself of the chance of advancement, and robbing his system of the rest it requires at the end of a day's work. Give your system lots of rest, and you will have a clear eye and a pleasing appearance. Further, you will feel more like taking care of your personal appearance.

Ruined His Chances.

I know of a case where a man from a wholesale house called on a retail store with the intention of looking for a bright assistant in his business. He walked in the store. One of the clerks—and not a junior at that—stepped up to him, and looking at him said: "Well?" The man's reception kind of startled him, and for the want of sometning else to say, he inquired if the proprietor was in, and the reply was "Naw!"

Well, this fellow didn't have a look-in for that job. Wholesale houses don't want that kind of people. But I can tell you one thing you can remember. I happen to know of the young man who did get the job, and the last I heard he had risen to the position of manager of one of the departments.

Why, you hear every day public complaints of discourteous conductors on street cars, conductors on railway trains which creates a feeling of animosity against the firm or corporation. And the same thing goes on in many retail stores even if it be on a smaller scale.

Clerks are Too Abrupt.

I wish you men could realize the difficulty merchants have, as they outline it to me, in securing the proper kind of employes to take care of their business. As a merchant stated not long ago, when I was outlining to him the work we were endeavoring to do with retail clerks. He said, "Never was there a better cause. It is not like it used to be in the old days. Many of the clerks we get nowadays are too abrupt—in fact, are prone to be 'fresh.' They think the slangy, up-to-date method (as they call it) that makes them laugh in the poolrooms, sounds the same to others as it does to them. It doesn't! It grates on one's ears; it drives away trade."

Your business is to be courteous at all times, and not only keep trade, but bring it to the store.

And as a last reminder: It is not always what you say, boys. It is how you say it.

TALK BUSINESS.

Don't take up all the valuable time during which you are waiting on customers in talking about the weather. Make use of your time. Introduce some REAL business into your talk. It will be more to your advantage to say "We have just received another case of Blank's porch floor paint," than to talk on meteorological reports.

Your customer has already heard all about the weather in other stores and it will be a relief to her nerves to have someone introduce something else.

DID YOU EARN IT

When the proprietor hands you your pay envelope on Saturday night, stop and consider. Have you earned the amount it contains? Has the amount of money which you have received, been a good investment for your employer? Have the returns been satisfactory? Think well over this matter and the chances are you will go back next week with plans to increase your usefulness to your employer. It is the man who pays a big dividend that gets the big salary.

The Handling of Hardware Side Lines

A Splendid Opportunity is Presented to Handle Rubber Goods —Some of the Lines Which Might be Taken Up With Advantage—The Public Shows a Desire for Novelties.

The wisdom of handling "side lines" has been so often and so effectively demonstrated, that it is not necessary to say anything further on that point. It might be well, however, to say something about one particular side line which has so far been almost entirely left alone. And yet it presents splendid opportunities for trade and profit.

Mechanical and household rubber goods are handled in very few hardware stores. For that matter, they are not exploited to any extent in any branch of the retail business. Druggists sell such goods as hot-water bottles, air pillows, waterproof sheeting, etc., but there are a great variety of articles not pertaining in any way to surgery or the practice of medicine, that might very logically and, what is more, very profitably be handled by the hardwareman.

There are, for instance, rubber mats for halls and doorsteps, bath mats, folding baths, door stops, anti-slam devices, and driving aprons. In addition, there are a great number of articles used by athletes, such as rubber covers for tennis racquets, anti-vibration covers for the handles of baseball and cricket bats, rubber finger protectors, etc. A strong point in favor of handling this class of goods is that they are almost invariably small and can be stocked without difficulty. On the other hand, there is certain to be a paying demand and a liberal profit could fairly be asked.

At the present time, it is difficult to find such goods on sale in a small city or town; in many places, impossible. No trade has made a determined effort to mark this line as its own, and what retailing has been done, has been more or less of the passive kind. There is then a splendid opportunity for the hardwareman, particularly if he is located in a small place, to take up such goods determinedly and actively.

Are Not Perishable.

There is an impression that rubber goods are perishable, but this idea should be discarded. The Ironmonger cites a case where a well-known British rubber-manufacturing firm received an unsolicited testimonial recently from Sweden. The inditer of the testimonial had purchased a door-mat for office use from this firm forty years ago. Although the mat had been trodden upon by many hundreds of thousands of feet during that interval, it had only just worn out.

As to Retail Methods.

To make a profit on rubber goods, it would be necessary, in the first place, to let people know that they were in stock. The most effectual method of doing this would be to make up a window display exclusively of the new line. People will stop and look at a window which in any manner departs from the beaten path. This is found to be particularly the case where the originality lies in the stock itself. Interest will centre around a display of new goods, more quickly perhaps than in anything else. No difficulty would be experienced in attracting attention to the display of a variety of rubber goods.

Carry Slate Roofing.

A side line, which is a little out of the usual, has more advantages than the mere profit made on the sales. It serves to bring the firm in contact with a new class of people. In that way, a splendid opportunity is afforded to get acquainted with people who can in time be made regular customers of the store.

A side line that possesses the quality of being rather unique is carried by Turnbull & Cutcliffe, Brantford. Last fall they went into the slate roofing business, and, although it was their initial attempt in that line, they did a splendid business.

This trade had the double advantage of bringing them more closely in touch with the builders and contractors and was a great help in increasing sales of builders' hardware, tools, etc.

Some Unusual Side Lines.

S. Nichol, an enterprising hardwareman of Fergus, Ontario, carries a good assorted stock of jewelry and has worked up a large trade. He finds that the jewelry stock has increased his sales in the cutlery department, in addition to the straight profits made. At the same time, he is under no additional expense, as he shows the two lines together. Many other cases might be cited where side lines are profitably handled.

Public taste is very fickle and almost insatiable on the score of "something new." An article that possesses the quality of being distinctly original is bound to enjoy a measure of success that will be very broad, even if it will not be permanent. To handle a new article when it is enjoying popular favor is to reap a considerable profit. The wide-awake dealer must, therefore, keep in touch with the vagaries of public demand. In the hardware trade, as in all other branches of retail business, there are things continually coming to the fore which should be taken up. At the same time, there are articles which could be made quite as popular and salable, if the retailers only realized their real worth and possibilities. It is quite true that most of the articles which have proven the most popular, have been made so by clever retail handling. The dealer always has it in his power to create a demand for any line of goods.

To Offset Mail Order Competition

Tillsonburg Hardware Firm are "Carrying the War Into Africa" by Issuing a Catalogue to Residents of That Section—The results Have Been Splendid up to Date.

The retail dealer to-day finds in the catalogue house, the most formidable opposition that he has to encounter. Time was when the merchant had to contend against hard times, the price cutting of his competitors and the difficulties which arose from inadequate transportation facilities. But with the expansion that Canada has shown of late, hard times no longer threaten the prosperity of the country every few years; the losses of the past have shown the folly of price slashing; and with the rapid advance of the country, the transportation difficulties of earlier days have been appreciably lessened. To offset these newly acquired advantages, however, the retail dealer is faced with the catalogue house problem. It has become the one serious difficulty against which he has to strive.

In reality, the opposition of the mail order house is not difficult to meet. The home dealer can keep the trade of his district to himself if he displays only a fraction of the energy that the catalogue house does in going after the business of that section.

The secret of it all is to emulate, to some degree, the methods of the opposition. The merchant who keeps a neat and attractive store and a well assorted stock will not feel to any great extent the pinch of opposition from the big city stores. If he advertises regularly and effectively and in other ways adopts measures to draw business, the number of catalogue buyers in his section will be reduced to a minimum. But where the home dealers are negligent to the extent of keeping unattractive stores and indifferent to the necessity of reaching the people, in that section there will be plenty of catalogue buyers.

Aggressive Methods Adopted.

Pow & Wilcox, hardware dealers of Tillsonburg, Ont., do not believe in merely meeting the enemy with ordinary means. They have, literally, "carried the war into Africa," and are now adopting measures to secure business, similar to the methods of the catalogue houses. A fortnight ago, Pow & Wilcox issued a 48-page catalogue, copies of which were sent to all the residents of that locality. It was announced in the local paper that: "The catalogue is designed to counteract the effect of the catalogues sent out by the big departmental stores and to turn the direction of local buyers to their own home store, where just as good bargains can be secured and where satisfaction is guaranteed or money refunded."

To sum it up, they acted on the advice of that homely old philosopher, David Harum, "Do unto others as they would do unto you, and do it fust." Pow & Wilcox have not waited for the mail order houses to inundate the district around Tillsonburg with literature. They have sent their catalogues

into every home and they have done it "fust."

A Complete Catalogue.

A copy of the catalogue has been received at the office of Hardware and Metal. It is printed in booklet size on pink paper and, as mentioned before, contains forty-eight pages. Each page is devoted to the advertising of some hardware line and every article is illustrated. In fact, the outstanding feature is the number of illustrations contained.

Scattered through the catalogue are little scraps of advice, which tend to show the wisdom of shopping at home. One criticism might be voiced, however. In the first page or two had been devoted to a statement of the reasons why dealing at home pays, much good would have resulted.

Splendid Results Obtained.

This is the first catalogue that Pow & Wilcox have issued but splendid returns have been noted. W. G. Pow, in the course of a letter to Hardware and Metal says: "These catalogues have only been out about a week and are now bringing in good results; we have had enquiries for these catalogues and have been asked for quotations as far away as Smith's Falls and Tomstown. We firmly believe this will be the means of keeping our farmer friends buying at home and, if the results are what we expect, we will get out a larger catalogue each year and cover more ground."

It is not to be expected that every hardware dealer can adopt this advanced method of combating the catalogue house. The expense would be too great. To a certain degree, however, every dealer has it in his power to fight the mail order opposition with the same weapons that the enemy uses—advertising, energy and prompt service.

FORTHCOMING ARTICLES ON PATTERNS.

The next article in Mr. Finnigan's practical series on "Patterns for the Tinshop," will show how to make patterns for a Y pipe, which will be followed by an article on making the patterns of a base for a chimney top, the base being square and the pipe round.

These articles are especially written with a view to assisting tinsmith's in solving every-day problems in their trade. To make them even more practical and helpful, Hardware and Metal invites subscribers to send in to the editor any problem on tinshop patterns, which they would like to have solved. These will be dealt with by Mr. Finnigan, in the order in which they reach this office.

TO BUILD WESTERN FACTORY.

The Martin-Senour Co. are negotiating for the erection of a paint factory at St. Boniface, Manitoba. They have purchased a site on Montcalm St. and the plans for the building have been prepared. As soon as the St. Boniface council grant permission for a spur line across Montcalm St. to the bank of the Seine River, the work of construction will be started.

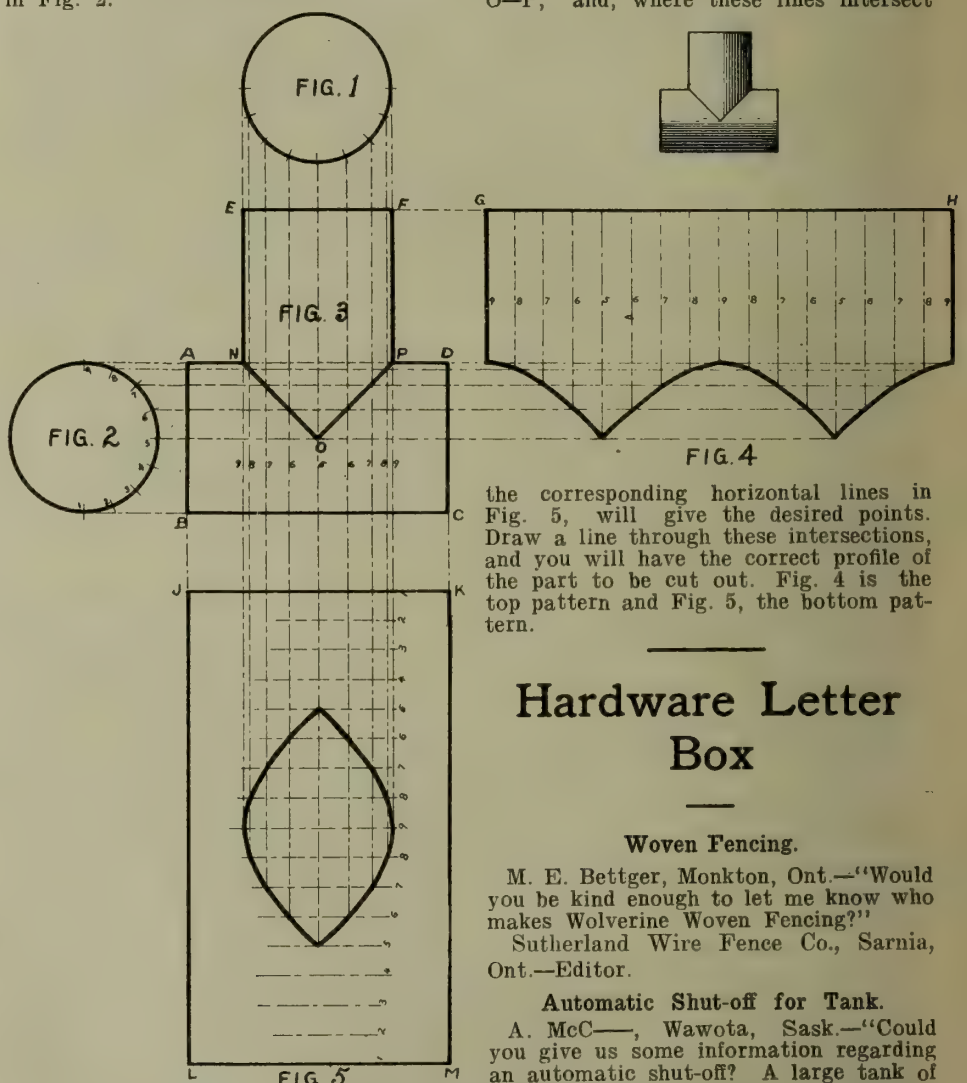
The plans call for a building 60 by 70 ft. in size and four storeys high. It is estimated that it will cost $50,000.

Making Patterns for the Tin Shop

Problem: How to Make Pattern for a T Joint—Pipes of the Same Diameter.

By Wm. J. Finnigan.

The first step to be taken in solving this problem, is to describe a circle of the required diameter, as shown in Fig. 2. Extend the outside lines of this circle horizontally over to A—D, and B—C. Then draw an elevation of the joint, as in Fig. 3, and describe the circle as shown in Fig. 1, within the lines extended from N—E and P—F. Care should be taken that the diameter of the circle in Fig. 1 is the same as in Fig. 2.



Pattern for T Joint—Pipes Being the Same Diameter.

Divide the inside half of the circle in Fig. 2, into eight equal parts. It is not absolutely necessary to have eight parts, but this is a convenient number, and is the same as shown in Fig. 2.

Extend the lines A, B and D—C, down to L and M in Fig. 5. Set off the same equal spaces as you have in Fig. 2, No. 9 coming directly in the centre, and the numbers running both ways down to No. 1. Draw these lines horizontally, as shown.

Extend the line E—F over to G—H in Fig. 4, and set off the same equal spaces that you have in Fig. 5. Notice that the two outside lines are marked No. 9, and the numbers run down to No. 5, and up again to No. 9, which is the centre line.

Extend the lines from No 5 to No. 9 shown in Fig. 2, horizontally over to Fig. 4, and, where these lines intersect with the perpendicular lines, will give the desired points. Draw a line through these points, and you will have a profile of the top pattern.

Extend down through Fig. 5, all the lines which intersect lines N—O and O—P, and, where these lines intersect the corresponding horizontal lines in Fig. 5, will give the desired points. Draw a line through these intersections, and you will have the correct profile of the part to be cut out. Fig. 4 is the top pattern and Fig. 5, the bottom pattern.

Hardware Letter Box

Woven Fencing.

M. E. Bettger, Monkton, Ont.—"Would you be kind enough to let me know who makes Wolverine Woven Fencing?"

Sutherland Wire Fence Co., Sarnia, Ont.—Editor.

Automatic Shut-off for Tank.

A. McC——, Wawota, Sask.—"Could you give us some information regarding an automatic shut-off? A large tank of water supplies a trough in a pasture. How can it be arranged so that, when the trough is full, the tap can be automatically closed?

This is generally accomplished by means of a float valve, which, however, would require to be level with the trough. Further information on this subject may be obtained from J. H. Ashdown Hardware Co., and Darling Bros., Winnipeg, or Metal Shingle and Siding Co., Preston, Ont.—Editor.

Small Lever Power Punch.

Watson Smith, Shubenacadie, N.S. — "Please let me know through your letter box, where I can buy a new or second-hand small lever power punch, for use in a tinshop."

Brown-Boggs Co., Hamilton; H. W. Petrie, Toronto.

Beating Mail Order Competition on Stoves

Wm. Holland, of Culloden, Has no Trouble Clinching Sales on Arguments of Quality and Durability — Encourages Making Enquiries at Different Places—Points to Stoves he Sold Which Have Made Good.

It is not often that a hardware dealer actually welcomes the mail order catalogues in his midst, and it is still more seldom that a merchant practically encourages his customers to look around and see where they can get the best value for their money. Most dealers prefer to make a sale right off the bat—before anyone else has had a chance at their prospects.

W. Holland, of Culloden, Ont., is an exception to the rule. He says that he always likes to see a customer looking around and inquiring for prices. It means that he must, at least, be very much interested in the article in question, and is pretty sure to buy, some place. The one who has the best proposition to offer him and puts it up in the best way will get the order, be he hardware dealer, or mail order man.

Selling a Parlor Heater.

Suppose a customer drops into Mr. Holland's store and inquires for the price of a coal parlor heater with oven. The stove which Mr. Holland features, in this line, retails at $44, and he quotes his customer this price.

The customer raises his eyebrows in surprise, and says that the same stove is shown in Eaton's catalogue at $27.50.

"What does Eaton's stove weigh?" Mr. Holland will ask.

"The catalogue says it weighs 350 lbs." is the reply.

"Then let me show you that the coal stove I am offering you is as cheap and of much better quality, weight for weight, than the one which is advertised in the catalogue at $27.50."

A Weight for Weight Comparison.

"Here are the figures. The catalogue stove, weighing 350 lbs., at $27.50, costs 7.9, or practically 8 cents per pound. My stove which I offer to you at $44, weighs 555 lbs., or almost exactly the same price per pound. I need scarcely tell you the advantages of the heavier stove. To begin with, it holds the heat much longer, and will therefore warm a room more uniformly than a light stove, without keeping it going at full capacity all the time."

"But the principal advantage is in durability. My stove, I believe, will outlast two of these cheap stoves by many years. Over twenty years ago, I installed one of these identical stoves in the parsonage, and for all I can see, it is still as good as new, and has only cost twenty-five cents for repairs. Can you imagine that cheap catalogue stove making as good a record?

"You must consider that there have been many different occupants in the parsonage during those twenty years, and, while all have used the stove, none of them had any particular interest in taking special care of it, as the parsonage was built and furnished by the congregation.

"Now, if you will purchase this stove from me, I will set it up in your house, start it going and guarantee it to work satisfactorily."

The Argument is Good.

Mr. Holland states that when customers mention mail order prices, he does not experience much difficulty in closing a deal on these lines—quality and durability. His line of argument looks good, and no doubt many readers of Hardware and Metal will be able to adopt it to their own advantage when they meet mail order competition on stoves.

STOVE MANUFACTURERS BUSY.

Canadian stove manufacturers are unusually busy at the present time, thus giving evidence of the activity that marks the retail trade. It is stated that the demand from the west has grown to such proportions that the factories are already feeling the effects of a pressure of orders. One stove manufacturing firm have been so pressed with orders for certain of their more popular lines that they have been compelled to temporarily cease turning out some six or eight less known makes. The plant is to concentrate on the lines mostly in demand until the orders in hand are caught up with. Work on the other makes will then be continued.

The demand at present centres largely on ranges and gas stoves. The gas stove trade is rapidly reaching its busiest point. Spring always brings a heavy demand, as the gas stove is now being used in practically all homes where gas is available, during the summer months.

Occupy New Offices.

On April 1, Burrows, Stewart & Milne took possession of their new building on James Street east, Winnipeg. The building is of mill construction, 50 by 100 ft. in size. The plans provide for six storeys, but for the present, three have been erected. In the construction of the building, several new ideas were carried out, which render it practically fire and water proof. The floors are raised three inches in the centre and there is a drain around the walls to allow water to run off in case of fire. Layers of builders' fireproof paper are laid under the floors and the walls are five inches thicker than is necessary under the building laws of the city. Lionel Haney is in charge.

Liquid Fuel Stove.

Gustave Paul Wolfe of Bloomville, O., has obtained a patent on a liquid fuel stove or heater, which is described as follows: "A stove or heater, comprising a cylindrical body having two series of openings arranged in the lower portian, one above the other, a cover for the upper end of the body, said cover having inlets therein, a cylindrical liner arranged in the body in spaced relation thereto and provided at its lower end with a flange engaging the inner face of the body between the two series of openings, a fuel pipe in the lower portion of the body, a burner seated on and connected with the fuel pipe, a chimney on the burner, the body and chimney being provided with oppositely arranged doors, and a water cup held in the body adjacent to the chimney.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Sporting Goods Catalogue.

Caverhill, Learmont & Co., Montreal, have issued their new sporting goods catalogue. The fire arms and ammunition department is a feature of the number being particularly comprehensive. Special paper has been used to advantage to bring out the details of the cuts.

Household Specialties.

Goodwin & Co., Birmingham, Eng., have sent out an illustrated circular descriptive of their latest lines in household goods. The goods which are described and illustrated in this circular, are all useful in the household, and are varied in character. Staples and novelties, in such articles as pudding steamers, tea kettles, and sauce pans, are among the goods described. The Canadian agent for Goodwin & Co., is James A. Henderson, Board of Trade Building, Montreal.

Revised American Statesmen.

F. W. Haskell, president of the Carborundum Company, has issued the third volume of his Revised American Statesmen Series. This time, he deals with Captain John Smith, who, it appears, has gained a reputation for untruthfulness, by means of the wonderful accounts he has left of his exploits. Mr. Haskell puts in a plea for John Smith's memory, stating that, impossible as his achievements may seem, they may, nevertheless, be true, and instancing the way Carborundum has fulfilled the claims of its makers, as a case in point. The booklet is very amusing, and is cleverly written. It will be sent free to any dealer who writes the Carborundum Co. for a copy.

Sporting Goods.

A. E. Bregent, 192 St. Catherine St., Montreal, have issued their spring and summer catalogue of sporting goods. All the accessories of the popular summer games and sports are described.

Discount Sheet on Wire Hardware.

The Wire Goods Co., of Worcester, Mass., are sending out their Discount Sheet No. 31, applying to their Catalogue No. 6 and Supplement of April, 1910.

News and Methods of Canadian Hardwaremen

St. John Firm Departmentalize Their Store — Montreal Dealers Displaying Seasonable Goods— Hardwaremen Holding Fire Sales.

HARDWARE STORE DEPARTMENTALIZED.

St. John, N.B.—Emerson & Fisher, Germain St., have remodelled and departmentalized their hardware store, and now have one of the most up-to-date establishments in Canada. A feature of the renovation, which is particularly striking to the visitor to the store, is the elaborate wall fixtures, especially on the left side on entering. These fixtures, as well as the other alterations in the store, were designed by Fred Melick, who has supervised the remodelling of large stores in other cities, but is now engaged permanently by this energetic firm. The wall fixtures spoken of are very unique in their design. The wall was first sheathed and then covered with a heavy English plush. Special brackets were made for the wall, for the purpose of classifying the goods of different manufacture. Suitable wall cases complete these fixtures, which contain samples of carpenters' tools, bathroom wall fixtures, Yale and Towne door fixtures, brushes, etc. This firm has also a new department of sporting goods, neatly and attractively displayed. On the other side of this spacious store, the goods, consisting of aluminum-ware, heavy nickel and copper goods, silverware, mantel clocks, Japanese and English ware, are similarly departmentalized. These and various other improvements in the retail store of this firm make it one of the most attractive and convenient establishments of its kind.

OLD BUSINESS IS SOLD.

Markdale, Ont.—One of the oldest hardware stores in the country changed hands last week when Haskett Bros sold out to W. S. Perkins.

The business dates back to 1867—forty-four years ago. At that early date, W. N. Haskett commenced a tinsmithing business in Markdale in a little shop opposite where Rutledge's livery now stands. A year later he was joined by his brother John M. Haskett, who had been engaged in the hardware business with Butcharts in Owen Sound for five years previous to that. George Haskett left Owen Sound for Markdale on March 27, 1568. The roads to Chatworth were fairly well broken and he secured a ride that far, but from Chatworth to Markdale, no track was visible and the snow was four feet deep. Mr. Haskett was obliged to tramp the whole distance. Such was one of the joys of pioneer life.

In 1874 they moved to the present site and put in a small stock of hardware. By honesty and aggressive business methods, they gradually built up the hardware end of the business and today there is probably not a better known hardware business in the country than Haskett Bros.

Eight years ago W. N. Haskett severed his connection with the firm and has since lived retired. Two years ago Geo. M. was compelled to retire on account of ill health and the reins were handed over to his son Chester, who has since carried on the business. The latter has not yet decided on his future plans, but may go west.

W. S. Perkins, the new proprietor, has lived in Markdale for eleven years, coming here from St. Catharines. He was first in the employ of J. E. Trelford, later with Mr. Artley, and for the past six months with W. J. Bowes. He is a tinsmith by trade, but has also had considerable experience in the hardware line. He is leader of the Citizens' band of Markdale.

MADE JOINT STOCK COMPANY.

Halifax.—Announcement is made of the incorporation of Cragg Bros. Co., with E. J. Cragg as secretary-treasurer and F. J. Cragg as president. The business was started in 1889 and is well known as "The Cutlery House of Halifax." In an advertisement announcing the change, the firm say: "After 22 years of successful merchandising we have made a change, converting a co-partnership into a joint stock company, by the infusion of younger and more enthusiastic life, whilst maintaining the same high standards, hope to renew the vigor of the past, and look for a continuance of the patronage so liberally extended to us." 1

SEASONABLE WINDOWS IN MONTREAL.

Montreal, April 13.—Montreal hardware men are showing attractive windows this week. They are all seasonable and are generally neatly planned. The Raymond Hardware Co. show a window of paint; Philbin's hardware store on St. Catherine street, is conspicuous with a well designed window of carpenters' tools; R. & W. Kerr, show sporting goods, and the Jas. Walker Co., have a window of stains and polishes.

HOLDING FIRE SALES.

Barrie. — The fire sales conducted by J. R. Hambly have attracted very large crowds. Temporary quarters had been secured in the Wells Block and everything that had been saved from the fire, was offered. Nearly all the goods were the same as new goods, except for being slightly blackened by smoke or a little rusted by water.

The crowds in attendance were so large that it is said the streets were lined for several stores' lengths on both sides. It was found necessary to replenish the stock frequently from goods stored in the next store and in the old store.

MOVED POWDER MAGAZINE.

London, Ont.—The big powder magazine of the Hobbs Hardware Co., just west of the Coves is to be moved shortly to a point on the north bank of the river Thames, just south of Hyde Park. The old site served very well until the city started to grow out that way. Lately there have been a large number of houses and a church built in close proximity. The congregation began to harbor visions of being blown to atoms and, between the efforts they put forth and the representations of the residents made to the county council, the Hobbs Co., were asked to remove the magazine, which they promised to do.

HARDWARE STORE DESTROYED.

Strassburg, Sask.—A fire broke out on Saturday which completely destroyed the hardware store of H. B. Devine.

An explosion occurred in the rear of the store about midnight and in fifteen minutes the whole building was a mass of flames. Despite energetic measures, only the contents of the office were saved. What caused the explosion has not yet been learned. Mr. Devine's family, who lived over the store, escaped uninjured, but they experienced a very narrow escape.

It is stated that Mr. Devine's loss is about $30,000, but the insurance will cover only a part of that gmount.

CARRYING OF ARMS.

Toronto.—The carrying of firearms, air guns, knuckle dusters, sand bags and dangerous weapons, may be restricted by the Legislature. Hon. J. J. Foy, attorney-general, is introducing a bill dealing with this matter. Exception is made for certain cases, such as the militia, and persons to whom permits have been granted by police magistrates.

NEW QUARTER MILLION DOLLLAR PLANT.

The Hohlfeld Maoufacturing Co., of Philadelphia, who make an extensive line of hammocks, hammock couches and laundry bags, announce that they have purchased a large tract of land in Philadelphia, where they will erect a group of buildings at a cost of $250,000. The main building will be a three-storey and basement brick and concrete structure, and other buildings to be erected, include a one-storey power plant, and a one-storey storage building. The plant, as a whole, is being designed with an eye single to comfort, convenience, and the prompt and systematic transaction of business.

WHAT READERS SAY ABOUT US.

"Inclosed please find $2.00, being the amount of my subscription to Hardware and Metal. I would not be without it, as I consider it the best publication for anyone connected with the hardware or stove business."—H. D. Moss, Renfrew, Ont.

"We are well satisfied with our advertisement as shown in the Annual Spring Number, and we congratulate you upon getting out such a comprehensive and high class issue."—The Great West Wire Fence Co., Winnipeg.

"Your Spring Number is the best ever. It is worth the year's subscription alone."—T. M. Nash, Wellington, Ont.

"We have received your Annual Spring Number, and congratulate you upon the attractive addition. It is certainly well gotten up."—Merrick Anderson Co., Winnipeg.

HARDWARE TRADE GOSSIP

Ontario.

The James Smart Mfg. Co., of Brockville, suffered loss by fire this week.

Gus. A. Schmidt has purchased the hardware business of James G. Stewart & Co., Wingham.

A. D. Kennelly, Toronto manager of the McClary Manufacturing Co., has been indisposed for the past two weeks.

Welland has passed a by-law fixing a license fee for peddlers of hardware, groceries and dry goods at from $300 to $600.

J. S. Millar, secretary of the Bond Hardware Co., Guelph, has purchased a large price of property known as the Holliday estate.

Alex. Millar, Niagara-on-the-Lake, has secured a position with the Hobbs Hardware Co., London. He will move his family there in a few weeks.

The Aikenhead Hardware Co., Toronto, have a seasonable window display of rakes, lawn mowers, hose, sprinklers and other goods pertaining to the upkeep of the home grounds.

William Stewart, Fort William, was arrested on a charge of embezzlement of $927 from his employers, Gerry Bros. He had been with them for a year in the capacity of bookkeeper.

The Yale and Towne Manufacturing Company, Stamford, Conn., manufacturers of locks, builders' hardware and chain pulley blocks, have decided to establish a branch in Canada and St. Catharines has been selected. The site has been acquired and arrangements for construction are under way. It is hoped to have the plant in effective operation early in 1912.

A most pleasing event took place a few days ago, when the staff of Edwin Chown & Co., Kingston, Ont., presented Oliver Chown, managing director of this hardware establishment, with a handsome locket and guard, to mark an important birthday epoch in his career. Mr. Chown's friends, and they are legion, wish him many more years of good health and prosperity.

A deputation representing the council and Board of Trade of Peterboro, waited on the management of the National Hardware Co., Orillia, and, it is understood, made a tempting offer for that concern to move to Peterboro. The Orillia Times says:—"Orillia cannot afford to lose any of its industries, and the Town Council should see that every legitimate inducement is made to keep the Lock Works in Orillia."

Quebec.

Germain & Co., tinsmiths, of St. Romuald, have made a voluntary assignment.

F. Orr Lewis, of Lewis Bros., Montreal, arrived in Montreal on Sunday last from London, Eng.

W. H. Evans of the Canada Paint Co., Montreal, left this week for a holiday at Atlantic City, N.J.

J. A. E. Bureau, salesman with Lewis Bros., Montreal, is spending the Easter holidays in New York.

Dingman & McComb, manufacturers' agents, Montreal; have moved into a larger office at 22 St. John street.

Among the retail hardware men in Montreal on business bent this week were:—A. Lemieux, Henryville; A. McCommon, Inverness; Corriveau & Frere, St. Sebastien; S. Deschambault, Terrebonne, Que.

Maritime Provinces.

Morton & Crogg, 161 Barrington Street, Halifax, held a word contest recently, giving ten dollars' worth of kitchen utensils to the person making the most words out of the letters spelling "kitchen utensils." The winner, Rev. C. W. Vernon, found 980 words. A nickle plated copper tea kettle was given as second prize and a nickle plated tea kettle for third.

Allan McConnell, who has been in charge of the stove department in Emerson & Fisher's, has resigned his position and left last week for Vancouver, where he has secured a position. Before leaving friends presented to him a dress suit case. His place in Emerson & Fisher's has been taken by Richard H. Irwin, for some time manager of the retail store of McLean, Holt & Co., stove manufacturers and dealers. Mr. Irwin entered upon his new duties on Saturday last. His position in McLean, Holt & Co., has been taken by D. J. Barrett, formerly bookkeeper there. Before leaving to accept his new post Mr. Irwin was waited upon by the employes and a gold-mounted fountain pen, bearing his monogram was presented to him.

Western Provinces.

J. & T. Field, Bradwardine, Man., dealers in hardware, have sold out.

Hoshal & Carmichael are now nicely started in business at Weyburn, Sask.

F. W. Shoecraft & Son, are starting a hardware and grocery store at Rolph, Sask.

A number of the merchants of Kerrobert, Sask., have agreed to close their stores at 6 p.m.

G. L. Faull of Irricana, Alta., has sold his hardware stock to A. J. Gregory, at 60 cents on the dollar.

The bursting of a gasoline tank caused havoc in the store of Olive Stark & Son, Brandon, and endangered the adjoining offices of the Brandon Times.

The Imperial Oil Company will make Young their distributing point for central Saskatchewan. A site has been purchased and storage tanks and warehouses will be erected at once.

The Saskatoon Phoenix says:—"During the past few days the Westhaver Hardware Company have been busy unloading cars of wire, roofing, nails and builders' hardware in readiness for the spring demand."

M. Wright, of Calgary, for the past 17 years connected with the J. H. Ashdown Hardware Co., has bought the hardware end of the Taber Trading Company's business, Lethbridge. He will continue the business in the same stand.

N. D. Storey, hardwareman, Indian Head, Regina, in the course of an interview says:—"The commercial conditions have never been better. I am doing just now double the business I did last year and my books will verify this."

The annual meeting of the J. H. Ashdown Wholesale Hardware Football Club, Winnipeg, was held on Saturday, when the following officers were elected: —Patrons, J. H. Ashdown, A. E. Dykes, R. A. Graham and Harry Ashdown; hon. president, C. H. S. Banford; president, Geo. Woods; hon. treasurer, W. N. Lambert; secretary, W. McCaw; assistant secretary, A. M. White; committee, J. M. Pugh, C. Keele, H. McKenzie; delegates, D. Sutherland, Geo. Woods.

CHIEF IN THE FAR WEST.

Sketch of Man in Charge of Subscription Work for MacLean's.

H. Hodgson, who has been in charge for three years of the subscription work of the MacLean Publishing Company in the Provinces of British Columbia and Alberta has had an ideal training for our work.

He began his business career as a clerk in a retail store in South Africa and there is no better training for a young man than is to be found in a few years behind the counter in a small store. More men have laid the foundation of their success there than in any other experience.



H. HODGSON,

Who has had Charge of MacLean Publishing Subscription Work in British Columbia and Alberta for the Past Three Years, With Headquarters in Vancouver.

From Africa, Mr. Hodgson came to Canada and was for some years in the retail news business in Winnipeg. Seeing a good future in subscription work he joined the Collier's Weekly Staff. In his travels throughout the North-West he saw the MacLean Publications everywhere and came to the conclusion that with the rapid growth of the West there was a good prospect for him. He applied and was appointed to the staff.

NEW TRAVELER APPOINTED.

Jas. Squires, of Peterboro, Ont., has been appointed by the Standard Paint Company of Canada, Limited, as traveler in the southern part of western Ontario. His territory is along Lake Erie from Niagara Falls to Sarnia and extends north as far as London, Hamilton and other cities. Mr. Squires received a splendid hardware training as a clerk with the Peterboro Hardware Company and the good qualities that won him success as a retail salesman should be of service in his business relations with the retail trade in the territory to which he has been appointed as salesman for Ruberoid roofing and the company's other products.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 50.

MARKETS IN BRIEF.

Toronto.

Tin—Down 1 cent.
Turpentine—Decrease of 5 to 10 cents.
Rosin—Reductions noted.

MONTREAL.

Montreal, April 13.—Tin again afforded a feature to the metal markets by its near approach to the figure which it set some time ago as a high water mark. There was a feeling that the quotations were about to overtake this figure but on Tuesday the market broke slightly, weakening and relieving the tension. At the same time local dealers state that there is keen feeling in the tin market and while realizing the futility of trying to look ahead of the market the opinion has been expressed that with a continuance of existing conditions an advance is not entirely unlikely.

Copper and lead are practically unchanged and the same might be said of pig iron.

Pig Iron.—The different pig iron markets are without variety. Canadian furnaces report steady buying on the part of foundries, and while some of them reach into proportions of fair size nothing particularly heavy has been noted. The situation in the United States is unchanged and the same statement applies to pig iron in general. Prices are identical with those quoted last week. They are futures on dock Montreal.

No. 1 Summerlee, $20.00; select Summerlee, $19.50; soft Summerlee, $19.00; No. 3 Cleveland and Clarence, $16.50 to $17.00.

Tin.—Tin soared to a high figure this week, touching 194.10 on the London market and pointing to higher levels when a break came. The market is considered firm, reports to that effect being generally unanimous.

Copper.—There is not much to report in this market. Dealers find a good trade with some improvement since something like spring weather has been experienced. But the market is considered quiet and uneventful.

Lead.—This market has also been rather dull. There was a recent upward movement, but it did not prove of long duration. There is a fair demand for lead, it being something of a seasonable character.

Spelter.—In the primary market there has not been much variation. There is a fair demand for spelter but dealers do not speak of it very enthusiastically.

Old Materials.—In old materials there is a fair demand for heavy lead with enquiry also for tea lead, scrap babbit, pewter No. 1 and 2, solder joints and type metal. The market shows a little improvement. Prices are unchanged as follows: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5.00; stove plates, $12.50.

TORONTO.

Toronto, April 13.—The trend in metals is towards lower prices but this condition is not accompanied by any diminution in the volume of business. Activity still prevails but the price of several of the metals has shown a tendency to weaken. Tin has receded from its former high position, antimony is going back to the former level and copper is reported to be in like condition.

Locally, however, nothing but satisfaction is expressed with the general condition of trade. Orders are bigger and plenty of enquiries are being received. There seems to be every prospect that prosperous conditions will continue to prevail.

Tin. — Irregularity has marked the course of tin of late. On the London market the price has been receding and advancing again continually and uncertainty has prevailed. Locally, the price is weaker than last week and quotations received to-day vary from 43 cents to 45 cents. The demand continues good and buyers and sellers alike are displaying a full measure of confidence.

Antimony.—There is an easier tendency noted in the price of antimony. Some hold to last week's figures, 9½c., but other local firms are offering for 9 cents. There is not, at any time, much demand here for antimony and at the present time operations, as far as actual buying and selling are concerned, are pretty much at a standstill. It is understood, however, that some speculative buying has been done locally since the syndicate operations stirred up interest and gave promise of advances in price.

Copper.—Copper is reported to be in splendid demand, and at the present time the consumption is enormous. The price has been stationary at $13.50 per 100 lbs. for some time now but several firms quoted a slightly easier price today, the lowest figure heard being $12.85. Although there is plenty of copper in sight, the demand is keeping well up with it and there is altogether a good healthy tone to the market. "I received more enquiries for copper today," said one local man, "than ever before, to my knowledge." This shows pretty well the degree of activity that obtains in copper.

Plates and Sheets.—Business in plates and sheets is steadily increasing in volume. Of late years the demand for tinplates has grown to enormous proportions and there is every evidence that it will continue to grow. At the present time stocks here are reported to be light. Canada plates are still hard to obtain but, as the orders received are neither large nor frequent, the situation is not causing any anxiety.

Pig Iron.—With the opening of navigation and the resultant reduction in freightage, pig iron has started to move more freely. Prices now stand as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20.00 and $22.00 respectively.

Other Metals.—Spelter remains quiet but firm. The demand is showing signs of improvement. Practically the same condition obtains on the lead market. Lead has been dull for some months and, in the meantime, the price has remained stationary.

Old Materials.—Prices on old materials are strengthening up some. Quotations to-day are: Heavy copper and wire, 10c; heavy red brass, 9¾c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1, wrought iron, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7, stove plate, $13.

EXTENSION IS ASKED.

Ottawa.—J. H. Plummer, President of the Dominion Iron and Steel Co., and M. J. Butler, general manager, were in Ottawa this week, interviewing the members of the Government in a final effort to secure a temporary extension of the bounties on wire rods, which expire on July 1.

It was pointed out by Mr. Plummer that, when the bounties were originally granted, it was never sipposed that in the event of their being terminated there would be any absolute refusal on the part of the Government to place a small protective duty on wire rods. Now under the proposed reciprocity agreement, wire rods are placed an the free list and it is claimed that Canadian manufacturers are left with no protection against the United States Steel Company, which can dispose of its surplus product in Canada at cost, or less than cost. There being no duty, there can be no application of the "dumping clause." Mr. Plummer states that already a contract is being made at Hamilton for the laying down of steel rods there at a price considerably lower than the American market price. He claims that the sudden abrogation of all protection will force the Dominion Iron and Steel Co. to cease making steel rods and reduce their staff at work until they can arrange to begin operations on some other line.

CEMENT MILL FOR WINNIPEG.

The Canada Cement Co., have plans under way for the erection of a clinker mill at Winnipeg, Man., to be commenced in the near future. One of the members of the firm stated to Hardware and Metal that the clinkers would be shipped from different points in Ontario where the company have plants. They will be taken via Port Arthur and Fort William to Winnipeg to be converted into cement. The West has been steadily increasing its demand for cement and this fact is one of the reasons for the erection of the new mill. The amount to be expended in the plant is estimated at $400,000.

AMALGAMATION STILL HANGING FIRE.

The proposed amalgamation among wholesale hardware houses is still a live issue if the fact that negotiations are still being carried on is a safe criterion. A meeting was held on Tuesday but nothing definite was announced as the result.

HARDWARE MARKETS

MONTREAL.

Montreal, April 13.—The general experience of the local jobbers during the past week or ten days is just about what was expected with the first real touch of fine weather. Practically all departments seem to have been helped as is shown by the new business practically all along the line. New life has been given the demand for carpenters' tools, lawn supplies, brushes, sporting goods and builders' hardware. It is hardly necessary to dwell on this subject, but it is a fact that the disappearance of the snow and the return of spring with its accompaniments of sun and fine weather has given outdoor work a new impetus. Operations in painting for instance show a big increase and in other lines work is beginning with the arrival of conditions that were necessary and near the ideal. In this market no particular price changes have been reported, steadiness prevailing.

Contractors' Supplies.—Orders for contractors' supplies are coming in freely from all parts of the country, the west and north-west contributing largely to the present demand. Reports also indicate that the building movement has commenced in earnest which as it becomes more general will have an increased effect on the existing hardware demand. Quotations same as last week.

Spring Lines.—There has been a real awakening in the demand for lawn mowers, hose sprinklers and other articles used in caring for the lawn. This has helped considerably. The demand for rakes, spades and similar tools for lawn work shows an improvement indicating a general movement in this direction. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Household Utensils.—There is a good steady business in household utensils. Ice cream freezers are being called for more frequently, and refrigerators are also on the move. Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt. $2.05, 4-qt. $2.50, 6-qt. $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25, less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Carpenters' Tools.—This is one of the present active lines with the demand coming from all directions. The retail trade locally are showing a number of fine windows of carpenters' tools and the same is generally true throughout the country. There is a good demand now to the retailer and the wholesale houses are coming in for their share of the business. The following discounts are about the average: Steel squares, 50 per cent.; auger bits, 47½ to 70, according to quality; augers, short and long-eye, 65; chisels, 75, 10 and 5; draw knives, 75 and 10; handsaws, Canadian make, 35; boxwood rules, $1.15 and upward, a doz.; nail hammers, $2.75 and upward a doz.

Wire.—There is a good demand for wire just now due no doubt to the fact that there is a general movement of fence repairing and building. Tools used in the work are also coming in for a good share of trade. Present prices are: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Heavy Hardware.—There is a steady trade in the general lines of heavy hardware but nothing especially new to report. Discounts are: On carriage bolts, ⅜ and less, 70 per cent.; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

TORONTO.

Toronto, April 13.—Business has picked up splendidly during the past ten days. Although the weather has not been all that might be desired, it has been a great improvement over previous conditions and the result has been seen in an all round betterment of trade.

During the last few days there has been a heavy demand for many lines of goods, which is explained by the fact that a great deal of jobbing work is done around the homes on Good Friday It being the first holiday of the spring, most men take advantage of the occasion to do a little "fixing up" around the house. Consequently, there has been a big demand at the hardware stores for nails, hammers, locks and general articles of use around the household The jobbers have received their share, in the shape of rush orders for goods in which the dealers find themselves short. One local jobber states that he has during the past week received more inquiries and direct orders by mail than for a long time. This is one of the surest evidences of activity in the retail trade.

Seasonable Lines.—There has been a heavy demand for all spring goods. Spades, rakes, axes, hose, wire fencing, lawn mowers, sprinklers, etc., are moving well. The season is not yet far enough advanced for much trade in summer lines such as mosquito netting, ice cream freezers, etc., but there is every evidence of an early demand for such goods.

Household Goods.—In this branch of the hardware trade, things have been unusually brisk. Tinware and graniteware are selling well and house-cleaning articles are much in demand. Stepladders, mops, brooms, tacks, tack hammers and pullers and all the wide variety of articles, that are in use during that trying period of the year, are now moving well There is, as usual, a good call for such staple goods as pots, pans, meat choppers, washing machines, clothes wringers, etc

Builders' Hardware.—There has been an increased demand for all kinds of builders' hardware and contractors' supplies. The active resumption of building operations has had the effect of creating an earlier demand than usual. A good demand for mechanics' tools is reported. Lumbermen's supplies are not selling well now, as the season is practically over and the same condition prevails with reference to sugaring supplies. Building paper and roofing are becoming active.

Heavy Hardware.—In all heavy lines there is a steady call. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—In heaters there is little doing but ranges are quite active and gas stoves are selling so fast that the manufacturers report some difficulty in keeping up with the demand. Large shipments have been the order for some time back.

Sporting Goods.—In no department has there been a more active tone than in sporting goods. Rifles are much in demand and the same applies with reference to trap shooting supplies. Baseball goods are beginning to move. Aquatic sports are hardly yet popular but there has been some call for paddles, shells, etc

NEW PLUMBING AND HEATING FIRM.

Chatham, Ont.—The plumbing firm of Draper & Trumpour has started business in premises on Fifth St., Chatham. J. W. Draper has been with Westman Bros. for ten years, and Felix G. Trumpour with the same firm for seven years. Draper & Trumpour will handle plumbing and sheet metal work, tinsmithing, and the installation of heating appliances of all kinds. The new firm has already secured a contract from Wm. Gray & Sons, Ltd., for the installation of a complete ventilating system in their factory.

The Western Bridge & Equipment Co. has received the deed from the city of their new site on Inshes Ave. Building operations on the new steel-concrete factory will be commenced immediately.

Jacques & Williamson, architects, of Windsor, have the plans for a $20,000 hotel to be built at Wallaceburg. Marine City, Mich., men are behind the enterprise.

PENNANTS APPEAL TO BUYERS.

One advantage of pennants is that they attract the feminine fancy, a point that hardwaremen frequently strive to secure. "Young ladies and girls are crazy about pennants" said one dealer recently. "They use them for their rooms, library or den, cushions, etc., besides attracting young men club members. They also give tone to an interior decoration or window if kept in their proper place.

SHOWING THE STENOGRAPHERS HOW.

A representative of Hardware and Metal had the opportunity of seeing Miss Rose Fritz, of typewriter fame demonstrate to the stenographic staff of Lewis Bros., Montreal, the possibilities of the typewriter from the standpoint of speed and accuracy. She was accompanied by J. J. Seitz, President and General Manager of the Underwood Typewriter Co. and Mr. Robson, the Montreal agent. Her demonstration was not only an encouragement to the stenographers of the company but was of interest to the heads of departments as well.

The Western Hardware Market Situation

Heavy Movement of Seasonable Goods — Carload Lots Going Out in Good Numbers—Harvesting Tools Rather Slack.

Winnipeg, April 13.—As time goes on, merchants are beginning to bulk their orders and the line of goods comprises a very wide range. The enormous building operations that are now in progress in the west are receiving a great deal of attention at the present time. This has created a heavy demand for builders' tools, and builders' hardware. Steel and wood blocks, hinges, hooks and cables, are going out in car load lots to individual hardware stores. The ordering for harvest tools is not particularly strong at the present time, but it is gradually increasing and heavy orders will be booked very soon. Wire screens, and screen doors are rushing out in enormous quantities. Shovels and picks are another leading line.

The following quotations on rope are not standard and these quotations are somewhat higher than some of the local houses have quoted. It is not expected, however, that this price will have to weaken as tne rope market is very firm. Wholesalers report this week that wire is to be advanced 10c on the 15th of April. This advance has been expected for some time, and dealers everywhere in the west have been duly informed, and as a consequence are well stocked, taking nearly all the supplies on hand. Solder has not weakened very much, but there is a large quantity of poor quality stuff on the market which sells at a lower price than that quoted. We quote the pure solder which continues fairly firm.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 28, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $5.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope.—Sisal, 8¼c; pure manila, 10¾c; British manila, 8½; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $2.95; plain twist, $3.25; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15,

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The movement is very brisk in the paint and oil market, and although this may be expected at this time of the year perhaps very few realize that the past few weeks have been the best season for the general paint and oil trade in the west that has ever been experienced. This was due to the fact that the idea prevailed that building operations would be very heavy this year in the west, and merchants naturally stocked well in all paint supplies. The trade is going on very satisfactorily, and will increase in varnishes, japans and finer finishings.

Linseed Oil.—Although there was a temporary weakness in the linseed oil market, prices have reverted back to a very strong figure, and the quotation to-day is $1.25 for raw, and $1.28 for boiled. The seed market is again becoming very strong and the outlook is for a very stiff market for some time to come. Local manufacturers are not calling for orders, as they require all stock on hand for their own use.

Turpentine.—There is very little turpentine moving, as there is very little to move. The price is $1.40 per gal. in barrels and is very firm. There is a good tradē coming on in adulterated turpentine, and competent substitutes. Reports from the south are that there is a fairly good flow of turpentine this year, but stocks are greedily taken up.

Paris Green.—Although the ordering is not very heavy at the present time, yet wholesalers expect a very good season in the Paris green market. A few orders are booked up, and jobbers are getting in stocks from manufacturers. The price is 23c for 100 lb. cases.

Putty and Glass.—Orders are heavy, and shipments are numerous in putty and glass, but as yet the trade is chiefly in the larger cities of the west, and as time goes on every town will be ordering freely in these lines. Price f.o.b. Winnipeg are bulk barrels $2.75, bulk cwts., $2.45, bladder cwts., $3.40.

Varnishes.—Indications are that there will be an excellent season for varnishes and all interior finishings. Prices are moderate, and there is no rumor of advances here.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c.; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rose, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

The Importance of Paint Displays in Windows

Attention Should be Given to Arranging Attractive and Original Windows—Some Ideas Which Can be Carried Out With Little Labor and No Expense.

During the past few weeks many paint displays have been seen in the windows of hardware stores, some good, some bad, some indifferent. A few of the good windows were very good; and a few of the bad ones were very bad.

It is not a difficult matter to make up a pleasing window display of paints. At the same time, it frequently happens that the window dresser does not exercise sufficient care and the effect is then far from pleasing. An indifferent and careless arrangement gains from the passerby nothing but indifference. In making up a paint window, a certain amount of thought should be given to the matter. It does not do to merely pile up a few tins of paints, scatter brushes here and there and put in a number of manufacturer's lithographs. The other day, a representative of Hardware and Metal ran across a window display, which was distinctly unique in this respect. It was crowded full of odds and ends of stuff—razors, tools, bathroom accessories, rules, etc. Scattered through the window was a smattering of paint supplies and brushes. Everything but the paint was covered with the dust of several weeks. It looked very much as though the paint stock hgd been put in some time after the other stuff. This proved to be the case.

"Yes, we put in the paint display the other day," explained the proprietor, when the question was broached. "We've got to show paint at this season of the year you know. I intended to give up the whole window, but did not have the time to change it, so I just put paint tins in here and there with the goods already in the window."

Qualities to be Obtained.

Needless to state, that the dealer was not getting any results from his unique achievements in the matter of window dressing. In designing a paint display, an effort should be made to secure first, a pleasing effect and, second, a certain measure of originality. The latter quality is the most difficult to obtain, and yet sometimes the most simple arrangement lends an appearance of originality. One dealer attracted considerable attention by pouring out a large pile of dry color in the middle of his window. From a distance, it looked as though the window contained a mound of golden sand. People went out of their way to find just what it was. The idea was simple, perhaps even crude, but it had the desired effect.

A Suggestion.

The accompanying illustration shows an idea which could be carried out in designing a paint display. At the back of the window is a low platform, on the front of which is a sign, "Spring time is Painting Time." On the platform is a pyramidical formation of paint tins and in front is suspended a picture of a house attractively decorated, or some picture equally suggestive. Over this is a sign: "Make your home comfortable and attractive."

From the centre of this sign, streamers of ribbon or tissue paper are drawn to the front of the window where a row of tins and brushes are placed.

The piles of paint tins on each side begin at opposite corners of the window and run back to the platform. The words: "Buy now" are made by use of dry colors on a white background. If a number of different colors are used in forming the letters, a pleasing effect can be obtained.

This plan is one of many which could be suggested. Not a great deal of time would be needed to effect this arrangement and practically no expense would be involved.

A Splendid Window.

A window of more than usual merit was illustrated in Iron Age Hardware. In the centre of the space, was a miniature house, about 3½ feet high, artistically decorated. The house was surrounded by what looked like a very good imitation of a steel picket fence. The pointed pickets were made of 10-penny wire casing nails, held together by wire. On each side small trees were shown and the top of the window was decorated with branches and leaves. An attractive display of paint was shown on both sides of the house.

PROTECTION OF CONCRETE SURFACES.

The immense development in the use of concrete for building purposes, has resulted in a demand for some kind of coating which would both protect and beautify concrete surfaces. This demand has been met by the energetic efforts which have been put forth by many paint manufacturers in producing coatings which are at once protective, decorative and damp-proofing.

It is well known that cement surfaces dry out with an unevenness of color, and, in many cases they do not set uniformly, thus causing a variation in texture, or hardness of the surface, which causes disintegration in cement floors, due to frictional wear.

A Coating for Concrete Floors.

One of the objections which have been made to concrete floors, is that they are unsanitary. It seems almost impossible to keep them clean, as the roughness of the surface harbors dust and dirt. They may be swept over and over again, and each sweeping will bring out more dirt. Moreover, the constant frictional wear adds to the quantity of dust.

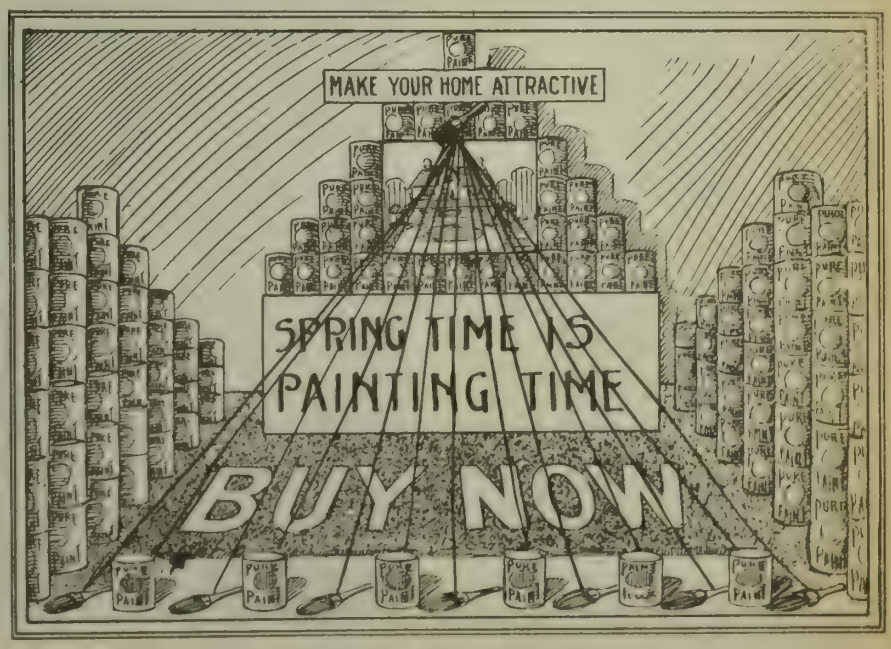
After exhaustive tests, conducted by both chemists and practical cement workers, paint manufacturers have produced a number of different finishes for concrete floors. These goods are applied with a brush, and they protect the floors from dusting and abrasion due to frictional wear, preventing the absorption of water, grease, oil and disease germs.

These finishes are made in light and dark drab, terra cotta and tan colors, as well as transparent, thus affording an attractive selection. They are suitable for the floors of factories and basements of residences, and for hospitals, schools and office buildings.

Damp-Proofing Concrete Foundations.

Concrete substructures have been used very extensively for a number of years, and have proven very satisfactory, except for the fact that they have absorbed dampness from the ground, and thus rendering the basements useless for most purposes.

During the past year or so, this objection has been largely overcome by the introduction of various damp-proofing coatings which have been produced by prominent paint manufacturers. In the large cities, practically all foundations are now treated in this way, and the use of these coatings is extending all over the country. Foundations are not only protected from disintegration, but, being damp-proofed, they render the



Suggested Arrangement for a Paint Window Display.

basements useful for any ordinary purpose.

Other products which are now on the market for treating concrete surfaces, include coatings for uniforming the surface color of concrete, cement, stucco, stone or brick. All these goods are applied by means of a brush.

A New Avenue of Trade.

All these new concrete coatings open up still another avenue of trade for hardwaremen. There is scarcely a town in the country where they could not be successfully introduced with a little effort on the part of the dealer. It will pay every hardware merchant to look into the situation in his own town, and see if he cannot help some of his customers to solve their problems in protecting, decorating and damp-proofing concrete surfaces.

PUSHING THE SALE OF BARN PAINT.

"I do not know what is the matter with Canadian farmers," said the American manager of a Canadian branch paint factory, the other day, "that they do not seem to think it necessary to protect the expensive lumber in their barns and outbuildings, with an occasional coat of paint."

The average Canadian on the other hand, has become so accustomed to the unsightly appearance of unpainted barns, that he rather marvels at seeing one that has been painted for any other purpose than to advertise "Castoria."

Why is it that this condition should exist in Canada, where the farmers are as prosperous as they are in any other part of the world? The more one thinks about it the more likely he is to conclude that the trouble is simply a matter of heredity. The farmer neglects to paint his barn because his father and grandfather also did, and the father and grandfather neglected it because lumber was cheap and paint was dear in those olden days.

Farmers Should be Educated.

It is high time for present day farmers to be educated up to the necessity of using paints on their outbuildings. The conditions which obtained in their grandfathers' days have been exactly reversed, and now while lumber is high in price and rapidly becoming higher, paints, on account of great improvement in manufacturing methods, are cheap. For the purpose of barn painting, almost every manufacturer of mixed paints has an article of merit, at a very low price, but the trouble is, that farmers do not seem to be aware of this fact.

Why do not hardwaremen use more effort to push the sale of barn paints? It would be easy to put up a good straight business proposition to the farmer along this line. Show them the exceedingly low cost of paint as compared with the value of the protection which it would give their lumber. Show some illustrations (which would be furnished by the manufacturers) of barns and outbuildings which are painted. Tell your customer, that, in the United States, the best business farmers think it as important to paint their barns as their houses—not from the decorative standpoint alone, but from that of protection to property. This statement will be readily verified by anyone who has traveled to any extent in the States and noticed the appearance of farm buildings along the line of railway.

Paris Farmer's Experience.

A farmer residing near Paris, Ont., told the writer of how he happened to paint his barn. He had erected a building of which he was very proud, and had it covered with a corrugated steel roof, purchased from his hardwareman. When the building was completed the hardware dealer suggested to him that it would still further improve the appearance of the barn, and keep it in condition a great deal longer, if he would treat it to a coat of paint.

"O that would cost too much," was the farmer's objection.

"Well, let us see just what it would cost," said the hardwareman.

He asked the size of the building and figured out approximately how much paint would be required. Then he estimated the cost, and when he mentioned the price, the farmer was more than surprised.

"Are you sure that will be enough to cover the barn?" he asked.

"Absolutely sure," answered the hardwareman, "and I believe you will have some left over."

"Then I'll take it."

That farmer is so pleased with result of a coat of paint on his barn, that he has become a great booster for barn paint, and he has sent more than one customer to the same hardwareman. He says that the small amount he expended in barn paint was one of the best investments he ever made.

Why should not every hardwareman get some of his customers interested in barn paints?

LEAD PROCESS SHOWN.

A novel window display is seen in the store of John Caslor, Queen St. West, Toronto, this week. It shows the Old Dutch process of corroding white lead. The Old Dutch process is used by practically all white lead manufacturers and has been known for some centuries. The lead arrives in pig form and is melted down into "buckles," or thin layers. This is done to give a bigger surface to work upon. The buckles are then built up into large stacks, over receptacles filled with a weak solution of acetic acid. It is then covered with tanbark and left for a period sometimes reaching 100 days. During this time, the lead slowly rots. When the corroding process is over, the lead is cleaned and ground.

The window display in Mr. Caslor's store was supplied by the Brandram-Henderson Co. It shows everything in miniature and is very interesting indeed.

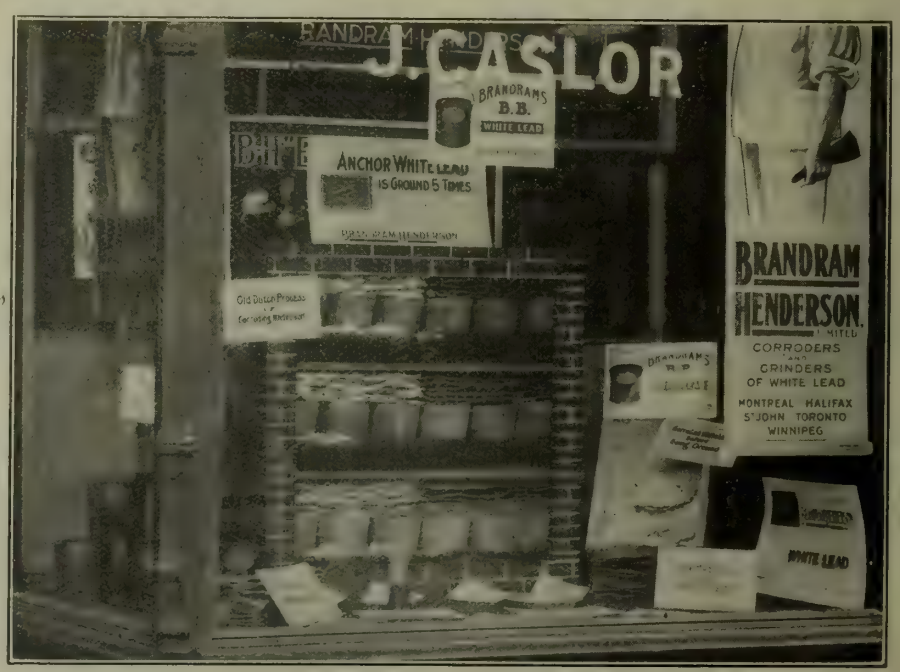
The same display was shown last week in the store of A. J. Wright, Hamilton. Considerable interest was aroused and classes from the technical school were taken down to see the process and have it explained to them.

BIG SHIPMENT OF CATALOGUES.

On Monday of this week the Canada Paint Co. despatched to the Montreal post office direct from their own advertising department, three double team loads of pamphlets and booklets, one of which it is expected will reach every buyer and prospective buyer of paint and varnish in the whole Dominion. During the week nine or ten such loads were sent out comprising 250,000 illustrated brochures. A representative of Hardware and Metal was invited to witness the company's staff artist photograph the first shipment, which created considerable interest.

WILL HAVE CANADIAN FACTORY.

Announcement is made by Geo. G. Veness Manufacturing Co., of Boston, that they will have their goods manufactured in Toronto, within a few weeks time. They have already placed an order for the necessary machinery, with a Toronto firm, and their Canadian factory will soon be in full operation.



Window Display in Store of John Caslor, Toronto, Showing Process of Corroding White Lead.

M (MAPLE LEAF) L

Pure Paints
Floorglaze
Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

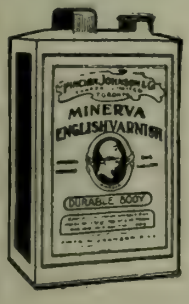
IMPERIAL VARNISH & COLOR CO., LIMITED

6 to 24 MORSE STREET, TORONTO,

524 Beatty Street, Vancouver 108 Princess Street, Winnipeg



Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.



A Word to the Wise





is sufficient. A word to you, Mr. Dealer, about

MINERVA

Paints and Varnishes

should be the same thing. We assume that you have secured an enviable reputation by handling honest goods and by employing honest methods. Here's a new paint and varnish being manufactured in Canada. The Pinchin-Johnson Company, of London, England, have been manufacturing Minerva brand for 76 years. The quality of their product is unquestioned. The ingredients of their paints and varnishes are the purest and best obtainable. The manufacturing process is scientific—the machinery in our big, new Canadian factory is thoroughly modern and up-to-date. Large railroad and steamship companies and prominent decorators all over the world use this brand.

It's an attractive proposition for you from every side — reputation and profit. Make Minerva brand your headliner. Write to-day for information and dealers' price list.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. 377-387 Carlaw Ave., Toronto, Ont.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, April 6.—Probably one of the features of these markets during the past week was the large number of peremptory orders for immediate shipment. This has perhaps been natural, owing to the fact that a goodly number of the buyers, owing to the weather and other conditions, refrained to a certain extent from purchasing earlier in the season. Now the demand is heavy for paints and varnishes and in addition it is wanted in a hurry.

Linseed Oil.—A slight reaction seems to have set in regarding the quotations on linseed oil and from a number of quarters it is reported that prices have sagged. However, stocks are regarded as light locally and the demand for manufacturing purposes continues heavy. There is as it were a passive resistance to the lowering of figures, a condition that it is believed will prevail more or less until supplies are more abundant.

Turpentine.—There is still a scarcity of turpentine and prices are being maintained at a rather stiff figure. The demand is not heavy due largely to the price and buyers are apparently ready to suffer any inconvenience rather than lay in stocks at the present figures.

Varnishes.—In spite of the price of turpentine, varnishes and Japans have not undergone any general advance. For round lots, however, advances of from five to ten cents per gal. have been asked. This price is being paid by those who understand the situation in turpentine. A fair enquiry is being experienced for all classes of varnishes, more particularly for house and furniture purposes. In Japans it is noticed that brown and black Japans have a steady request with a fair turnover in the better grades.

Paris Green.—Shipments are now moving out freely and judging from their volume stocks are apparently light throughout the country. Buyers should be prepared for the opening of the season, for while there is plenty for the present demand, it is just possible that conditions may change before the season is over. Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50 lb. and 100 lb. drums, 18¼c.; 25 lb. and 100 lb. drums, 18¾c; 1 lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c lb.; ½ lb. packets 100 lbs. in case, 22¼c per lb.; 1 lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—This insecticide is finding a little broader market as it becomes better known. The price is as formerly quoted: In bbls., about 800 lbs., 9c.; in half bbls., about 400 lbs., 9½c.; in 25 lb., wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lbs. bottles 13c; in one lb. bottles, 14c.

White Lead.—With the opening of navigation in sight white lead has been receiving more attention, and for 1st of May shipments it is expected the output will show considerable improvement on what has been experienced up to the present. The prices for white lead are as follows: lots of one ton, $5.85, contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—The putty market is busier due to the increased operations in painting. Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, April 13.—The past week has been one of exceptional activity. In the first place, the retail trade was heavy, owing to the fact that the holiday presents the first good opportunity for doing any painting at home this year. Men who have floors, a porch, or a fence to paint, generally decide to utilize part of the holiday for that purpose. Consequently there has been a big rush on the retail stores for brushes and all kinds of paint and varnish. This, in turn, has created a busy demand on the wholesalers and manufacturers. Rush orders, many of them for small bulk, have been pouring in during the past few days and the shipping departments have been kept on the rush.

There have been developments in linseed oil and turnpentine during the past few days which promise to materially alter the present standing of both commodities. Turpentine has dropped and further decreases are anticipated. On the other hand, oil shows signs of strengthening up in price.

Turpentine.—The situation for the past week or ten days has been uncertain and only during the past two days have events taken on a more definite form. It has been known right along that the price was due to decline, but up to the first of the week no quotations were made at Savannah. In fact, no sales were recorded there for over a week, and, consequently, no figures were obtainable. On Wednesday, however, there was a drop and local prices took a corresponding slump. Quotations made here to-day range from $1.30 to $1.35. One local buyer ordered a carload at Savannah early in the week, at which time the price was uncertain. "I don't know at what price it was bought but it will be at a reduction," he said today.

Linseed Oil.—There is a strengthening tendency all around in linseed oil. English oil advanced this week sharply, despite the fact that a further reduction had been looked forward to with a certain degree of confidence. On Tuesday, crushers in Canada advanced their price 1 cent, but no change was made in the figure charged to the trade. Some are still quoting $1.14 for raw, and $1.17 for boiled, but the majority of the local houses are asking $1.15 and $1.18. It is quite possible that linseed will be advanced here next week.

One explanation advanced for the stronger tendency is that buyers had been holding off for months in the expectation of lower prices. When the recent slump came, a great many buyers came at once into the market and naturally forced the price up again.

Rosin.—The lower price quoted for spirits of turpentine has affected rosin and reductions are shown in all grades.

Putty.—There is a fair-sized demand for putty. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—There has been a heavy lead. This is probably due to the fact that the fair weather of the past week has made a certain amount of outside work possible. It is not probable that any change in the price of linseed oil will affect the price of white lead at this season.

Varnishes and Japans.—There has been a splendid all-around demand. All local houses report that, during the past week, they have been in receipt of an unusual number of sorting up orders. The retail dealers, finding themselves plunged into the spring trade with incomplete stocks, are taking steps to complete their supplies.

Prepared Paints.—The demand is now reaching high water mark and large orders are being received. All indications are that the present spring trade will establish a new record.

Petroleum.—Prices are given this week as follows: Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

DOES PAINTING COST MUCH MORE?

With all the cry that has been made, this year, about the increased cost of the materials which enter into the manufacture of mixed paints, what will the ultimate increase to the consumer, mean anyway?

The hardware dealer, who buys in large quantities, finds that the slight additional cost per gallon, brings the amount of his invoice to a considerably higher figure, on a consignment of any size. As a result he is likely to think, and even to say a lot about the increased cost of paints, this year. When a customer says that he guesses he will put off painting his house until next year, because paints are too high in price, a dealer who allows himself to dwell on this aspect of the case, will have only one argument to offer—that paints may possible be even higher, next year.

Getting down to brass tacks, in the matter, how much extra will the average consumer have to pay for painting his house this year, as compared with last year's prices? In comparing the current wholesale prices on mixed paines with those quoted in Hardware and Metal's columns one year ago it is found that the average cost per gallon is now about thirty-five cents higher than it was a year ago. The hardwareman will probably have advanced his price about forty-five cents per gallon. It would thus appear that the man whose work requires ten gallons of paint, will pay about $4.50 more for it now than he would have done last year.

That amount will not look very large, in comparison with the total cost of labor and material, and the actual percentage of increase on the job, will be small. However, the proper line of argument for the dealer to take is that a house which is in need of painting, will deteriorate enough in one year, to more than make up the additional cost of the paint. Moreover if exposed to another year's wear and tear, the lumber will absorb enough extra paint, to go a long way in paying for a slight increase in the cost of the paint this year.

China-Lac

The Perfect Varnish Stain---Extensively Advertised Yields the Dealer a Profit of over 58%

China-Lac is a Perfect Varnish Stain

Not made from heavy pigments that obscure the grain of the wood and give an appearance of a solid varnish paint. Not made from dyes that fade out in a week. But made from the most permanent light gravity, chemical pigments it is possible to obtain.

Made from Pigments

Pigments, made in our own dry color works, in the most scientific manner by our chemists, on formula brought direct from Great Britain.
Pigments that give lasting, non-fading effects.
Pigments that allow the grain of the wood to show up through the Varnish.

The Varnish

The Varnish used in China-Lac is specially made for that purpose. It was not hastily decided on but tested out by time and wear.
The combination of these pigments and varnish made a varnish stain that covers the wood with a rich lustrous coating, imitating most expensive hard woods.

The Colors

Made in sixteen beautiful colors. Eight to imitate natural woods.

The Store Advertising

Given with China-Lac comprises an attractive Window Trim, beautifully lithographed in three colors, red, black and white. This goes across the upper portion of window, and down each side, showing on the two upper corners the little Chinese boy with lantern. The two side panels have a lithographed bamboo frame and a large Black Dragon running up behind the panel.

Large Display Card for the Counter

This is a very handsome card, size 10x18, showing the 16 colors, in which China-Lac is manufactured; it makes a most beautiful appearance and is bound to command attention.

Eight-Page Booklet

This booklet gives full information about China-Lac, telling about the different colors, also what China-Lac can be used for, and gives other useful information regarding interior decorations.
The cover of this booklet is lithographed in green background, buff lettering.

Small Counter Cards

Lithographed green lettering on a buff background; they have small color strips, showing the 16 colors in which China-Lac is manufactured.

ADDRESS OUR NEAREST OFFICE FOR INFORMATION ON SPECIAL CHINA-LAC ASSORTMENTS AND PRICES

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
¾ "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 03	¼ inch	2 86
¼ "	2 25	⅜ "	3 08
⅜ "	2 63	½ "	3 48
½ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll..	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75
Cut sheets ½c. per lb. extra.		
Cut sheets to size, ½c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping.....	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$45 50	44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50 5 75
I X, 14x20 base.....	6 50 6 75
I X X, 14x20 base.....	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80. Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....		2 45
Galvanized, plain twist.....		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..		0 07
Litharge, ground.....		0 05
" flaked.....		0 05½
Green copperas (green vitrol)....		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure.....	0 18
Golden ochre, pure	0 11
French ochre, pure.....	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons.....	0 05

GLUE

French medal.....	0 10
German common sheet.....	0 10
German prima.....	0 15
White pigsfoot.....	0 15 0 20
Brantford medal.....	0 10
" golden medal.....	0 11
" brown sheet.....	0 10
" golden sheet.....	0 13
" gelatine.....	0 22
" white gelatine.....	0 20
" white glue.....	0 12
" 100 flake..... 0 10	0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case ...	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in	qt. tins
Sherwin-Williams paints, base ..		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H C.....		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Jamieson's "Crown and Anchor"		1 60
Jamieson's floor enamel.....		1 75
Island City pure paints		1 60
Sanderson Pearcy's, pure.....		1 65
Robertson's pure paints.....		1 65
Sterling.....		1 60



Are you aware of the great demand for

Boeckh's Brushes and Brooms

for use in factories of all kinds? A little time spent in getting this class of business will show good profits. They usually buy the better lines in Flat Paints, Badger and Fitch Flowing Varnish Brushes, etc., which yield an exceptionally good profit. We prefer to receive this class of trade through the Dealer, and we encourage factories to order from their local dealer.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

Offices, 80 York Street — Factories, 158 to 168 Adelaide St. W.

HRS&Co
REGISTERED
TRADE MARK

THE TRADE MARK OF A CENTURY

HRS&Co
REGISTERED
TRADE MARK

LET US QUOTE ON

PIG AND BAR IRON
ANGLES, TEES AND CHANNELS
TERNE AND CANADA PLATES

PROMPT SHIPMENTS — RIGHT PRICES

HENRY ROGERS, SONS & COMPANY, LIMITED

WOLVERHAMPTON, SHEFFIELD and SOUTH WALES

Canadian Branch — 6 ST. SACRAMENT ST. — MONTREAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs, "	5 25
No. 1, casks, per 100 lbs.	4 25
No. 1, kegs, per 100 lbs.	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12½	
U S. Water white "	0 14	
U.S. Pratt's astral "	0 16	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 40
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	P. gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	3 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
"Crown and Anchor," pure	6 00	6 15
Island City pure lead	6 00	6 15
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	6 00	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1. " "	0 07
No. 2. " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, dos	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ½ " "	10 00
" " ⅜ " "	13 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 50
over 12 in "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	1 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co. "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

"NEEDS NO PAINTING"

AMATITE means more to the man who needs a roofing than just merely something to put on the top of a building.

It means a thoroughly satisfactory and reliable roof covering, without future *expense for painting*—because the *real mineral surface* makes painting unnecessary.

Frequently the cost of painting a roofing amounts to almost enough to buy a new Amatite Roof.

Amatite can be laid right over shingles, tin or other ready roofings. The directions hold good for laying Amatite anywhere and over anything, and are as simple as A B C.

For further information, booklet, samples, etc., address nearest office.

Everjet Elastic Paint A very tough, durable paint, at a low price. One color only—a lustrous black Use it for machinery, heating apparatus, smoke stacks, roofs, fences, water tanks, etc.

Creonoid Lice Destroyer and Cow Spray Cows give more milk if sprayed with Creonoid to keep away the flies which make them restless. The poultry output will be increased if the henhouse is made obnoxious to insect pests by disinfection with Creonoid.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

YOU TAKE NO CHANCES when you handle OUR Building Papers and Roofings, because our reputation for quality is back of every roll of

Ready Roofing, Black Diamond Tarred Felt, Joliette and Cyclone Sheathings

They are guaranteed to withstand every change of climate, and can be laid by any ordinary workman. Remarkably durable and satisfactory. Leave an extra good profit for the dealer.

WE ALSO MAKE ALL KINDS OF WRAPPING PAPERS.

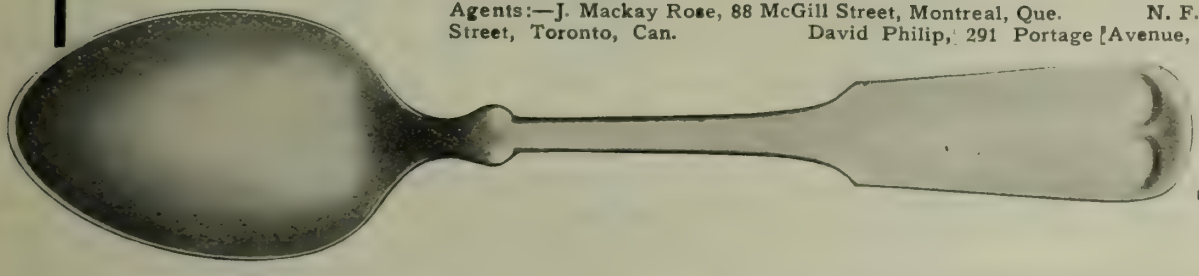
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Our Guarantee is your Protection.

Cut, "Tipped" Pattern, illustrates a quick-selling, artistic spoon, that has found widespread favor. All these goods are stamped, McG. C. Co., after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece Our catalogue gives fuller details. : : : : : Have you received YOUR copy?

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

Agents:—J. Mackay Rose, 88 McGill Street, Montreal, Que. N. F. Gundy, 61 Albert Street, Toronto, Can. David Philip, 291 Portage Avenue, Winnipeg, Man.

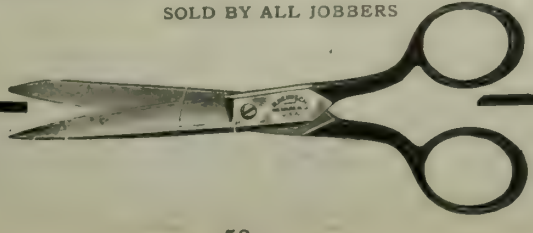


HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50, ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding Ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1½ inch	2 75
2—2½ inch	2 65
2¼—2½ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	2 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 70

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00 $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 82 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in		0 70	
" " " 34 in		1 00	
" " " 36 in		1 25	
" " neckyokes, 36 in		1 05	
" " doubletrees, 40 in		0 95	
" " lumbermens, 44 in		1 15	

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Every agent for Ramsay's Paints has a set of paint cards, that will bring trade to his store, wherever he shows them. They are full of suggestions for painting and choosing of colors. Agents for

RAMSAY'S PAINTS

show up your cards! If you want more, write us. If you want help to secure orders, write us. We are helping others all over Canada to-day and they are getting orders straight through our helps, that might go to other stores. We make a rule to put Ramsay's agents in front for all paint orders. Have you Ramsay's Catalogue?

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Established 1842

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Trade Mark Reg'd 1877

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Easy to Work

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MONTREAL

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NEW ERA PAINT

Pure White Lead ; Oxide of Zinc ; Pure Linseed Oil, Turpentine and Turpentine Japan Dryers, each the purest of its kind. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices.

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario,

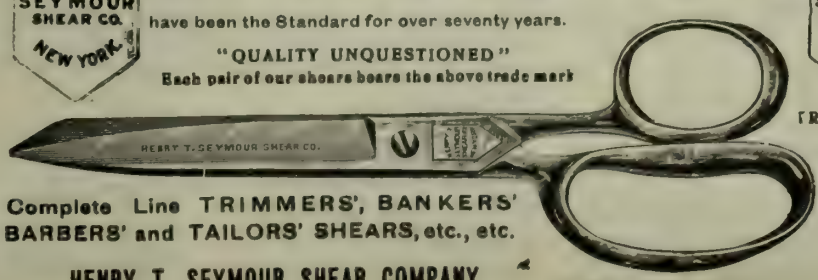
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HENRY T. SEYMOUR SHEAR CO. NEW YORK

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"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

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Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents*

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Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
London Bolt and Hinge Works, London Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansion Bolt Co., New Yor

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co , Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, O

Calipers
J. T. Slocomb Co., Providence, R.I.

Cans.
American Can Co. Montreal, Que.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carriers—Cash—Parcel
The Gipe Carrier Co , Toronto

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cultivators, Hand
Bailey Underwood Co., New Glasgow, N.S.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electrical Supplies
Canadian General Electric Co., Toronto

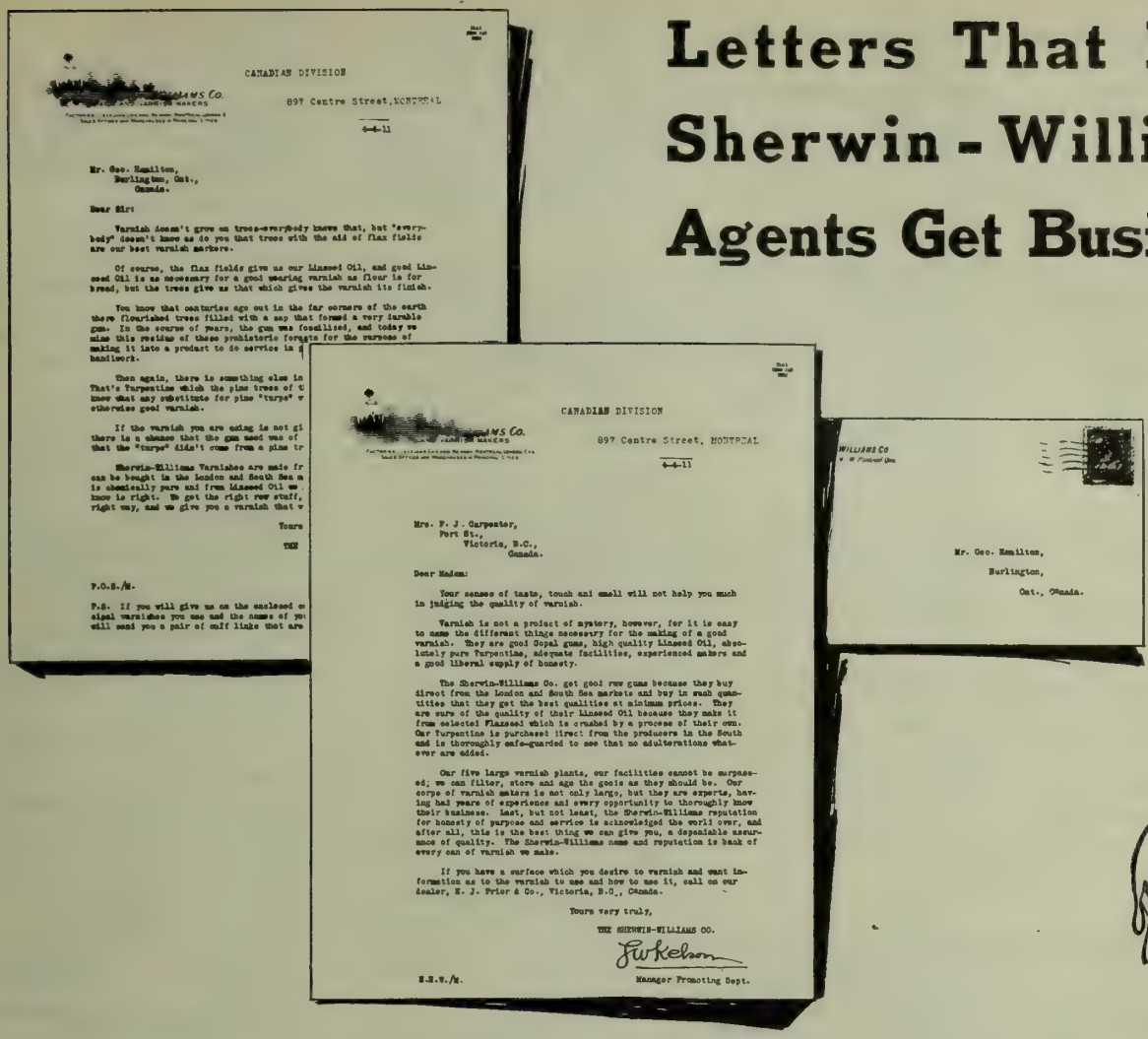
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Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wheeler & Bain, Toronto
E. T. Wright & Co., Hamilton

Letters That Help Sherwin-Williams Agents Get Business



CANADIAN DIVISION

897 Centre Street, MONTREAL

Mr. Geo. Hamilton,
Burlington, Ont.,
Canada.

Dear Sir:

Varnish doesn't grow on trees—everybody knows that, but "everybody" doesn't know as do you that trees with the aid of flax fields are our best varnish markers.

Of course, the flax fields give us our Linseed Oil, and good Linseed Oil is as necessary for a good wearing varnish as flour is for bread, but the trees give us that which gives the varnish its finish.

You know that centuries ago out in the far corners of the earth there flourished trees filled with a sap that formed a very durable gum. In the course of years, the gum was fossilized, and today we mine this residue of these prehistoric forests for the purpose of making it into a product to do service in your handiwork.

Then again, there is something else in That's Turpentine which the pine trees of C know what any substitute for pine "turps" w otherwise good varnish.

If the varnish you are using is not gi there is a chance that the gum used was of that the "turps" didn't come from a pine tr

Sherwin-Williams Varnishes are made fr can be bought in the London and South Sea m is chemically pure and from Linseed Oil we know is right. We get the right raw stuff, right way, and we give you a varnish that w

Yours

THE

P.S. If you will give us on the enclosed c nigal varnishes you use and the names of yo will send you a pair of cuff links that are

CANADIAN DIVISION

897 Centre Street, MONTREAL

Mrs. F. J. Carpenter,
Fort St.,
Victoria, B.C.,
Canada.

Dear Madam:

Your senses of taste, touch and smell will not help you much in judging the quality of varnish.

Varnish is not a product of mystery, however, for it is easy to name the different things necessary for the making of a good varnish. They are good Copal gums, high quality Linseed Oil, absolutely pure Turpentine, adequate facilities, experienced makers and a good liberal supply of honesty.

The Sherwin-Williams Co. get good raw gums because they buy direct from the London and South Sea markets and buy in such quantities that they get the best qualities at minimum prices. They are sure of the quality of their Linseed Oil because they make it from selected Flaxseed which is crushed by a process of their own. Our Turpentine is purchased direct from the producers in the South and is thoroughly safe-guarded to see that no adulterations whatever are added.

Our five large varnish plants, our facilities cannot be surpassed; we can filter, store and age the goods as they should be. Our corps of varnish makers is not only large, but they are experts, having had years of experience and every opportunity to thoroughly know their business. Last, but not least, the Sherwin-Williams reputation for honesty of purpose and service is acknowledged the world over, and after all, this is the best thing we can give you, a dependable assurance of quality. The Sherwin-Williams name and reputation is back of every can of varnish we make.

If you have a surface which you desire to varnish and want information as to the varnish to use and how to use it, call on our dealer, E. J. Prior & Co., Victoria, B.C., Canada.

Yours very truly,

THE SHERWIN-WILLIAMS CO.

F.W. Nelson

H.H.V./M. Manager Promoting Dept.

Mr. Geo. Hamilton,
Burlington,
Ont., Canada.



Above are reproductions of actual letters on S-W Varnishes which we mail to lists of the best painters and property owners in the interests of Agents and Dealers handling S-W Varnishes. These letters are creating new varnish business for S-W Agents every day and keeping old customers in line.

Read them!

Our agents are enthusiastic about the splendid results in larger sales and bigger business which they attribute to these strong, personal letters. They agree that the letters are one of the strongest links in the whole Sherwin-Williams advertising campaign. Similar letters are used to aid in the sale of Sherwin-Williams Paints and other finishes.

And the Agent's name appears in every letter.

So widespread is the good reputation of Sherwin-Williams Paints and Varnishes that when a painter or property-owner receives one of these letters from the Sherwin-Williams Co. bearing the name of the local S-W Agent, it gets the same careful consideration as his other personal mail. If he has any need for paint or varnish the S-W Agent is pretty sure to hear from him.

These letters are mailed out under first-class postage and without a cent of cost to S-W Agents. The only thing we require of you is a list of desirable names in your locality, of the painters and property-owners you are most anxious to sell. We take care of the rest.

Remember that S-W Varnishes are of equally as high quality as all other S-W products. We have a storage capacity in excess of a million gallons which is a great aid to insure the proper aging and testing of varnishes for all varieties of modern requirements.

Is there any good reason why you should not have the S-W Paint and Varnish Agency in your locality?



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER



Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Fishing Tackle
Enterprise Mfg. Co., Akron, O.
Horton Mfg. Co., Bristol, Conn

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co , Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Standard Arms Co., Wilmington, Del.

Hammocks
The J. E. Palmer Co., Middletown, Con.

Handles.
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
MacDougall, R., Co., Galt, Ont.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Mower Sharpeners
R. Woon & Co., Oshawa

Lighting Fixtures
MacLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co. Ltd. indso. Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.

ARSENATE

of Lead is rapidly coming forward as a useful article for all who wage war against leaf-eating insects and parasites which thrive upon the products of our fruit trees, berry bushes, orchards and gardens generally. The application of ARSENATE OF LEAD has only come into general use at a comparatively recent date and the hardware trade, especially in the fruit-growing districts, will do well to see that their stocks are well assorted to meet the requirements of purchasers who will undoubtedly be on hand early in the season. Careful tests have been made which show that the action of the ARSENATE OF LEAD is most destructive to the pests, and, consequently, beneficial to the gardener or husbandman. Its general employment is apparently only a matter of a very short time. ARSENATE OF LEAD will not replace Paris Green, which is so well understood in its application to the potato vine, but will prove a valuable complementary aid to this popular destroyer of the farmer's foes. Dealers should impress upon their customers that although the ARSENATE OF LEAD is white and has an innocent appearance it is very poisonous and should be kept out of the reach of children. It is made by the CANADA PAINT COMPANY and sold in 1-lb., 2-lb. and 5-lb. bottles and the larger quantities in

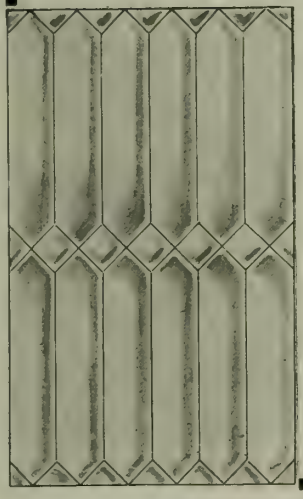
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ART GLASS

We have it or can make it.

Leaded and Coppered ORNAMENTAL GLASS

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Plain and Bevelled Mirrors

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LIMITED
EDMONTON WINNIPEG

Calgary Paint & Glass Co., Ltd.
CALGARY

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
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Reliable QUALITY

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer

Rates—2c. per word first insertion; 1c. per word subsequent insertion; 5c. additional each insertion when Box number is required

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

ARTICLES FOR SALE

GUN BUYERS would do well to send for catalogue; large stock always on hand of double breech-loaders, both hammer and hammerless, at reasonable prices. F. BAXTER, 13 Brougham St., Handsworth, Birmingham, England. (20)

BUSINESS CHANCES

FOR SALE—General hardware business in good town. Stock five thousand, net profits last year nearly two thousand dollars. Full particulars Box 2006, HARDWARE AND METAL, Toronto. (16)

FOR SALE—A clean, well-assorted hardware stock; best town in Ontario; a paying business. Stock about $7,000. Owner has other interests. Apply Box 2008, HARDWARE AND METAL, Toronto. (15)

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—General hardware business, located in one of the best farming districts of Ontario. Stock about $4 500. For cash deal 75c. on dollar. Going West, reason for selling. Box 2005, HARDWARE AND METAL, Toronto. (17)

FOR SALE—Live hardware business in the best interior town of British Columbia, which is a railway divisional point and a buying centre for a large surrounding district. Stock $10,000. Good reasons for selling. If you mean business write Box 1070, HARDWARE AND METAL, Toronto. (3tf)

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ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto

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COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

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MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

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MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

RETAIL MERCHANTS AND OTHERS WITH A limited correspondence will find it to their advantage to write us for catalogue of special bargains in rebuilt Typewriters. We have all the well-known makes, taken as part payment on the MONARCH, and at the prices we offer them they are remarkable bargains. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto, Ont.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver on metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

EXPERIENCED hardware clerk desires position in Saskatchewan or Alberta. Box 511, HARDWARE AND METAL, Winnipeg. (15)

HARDWAREMAN, 18 years' experience, all branches, strictly temperate, A1 references, good salesman and stock-keeper; 15 years with last employer. Box 2007, HARDWARE AND METAL, Toronto. (15)

HARDWARE SALESMAN, recently from England, requires position in Western city. Eight years' experience, London and provincial. First-class references. Apply Box 2012, HARDWARE AND METAL, Toronto. (16)

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SALESMAN WANTED to handle an up-to-date line of boys' sleds and wagons on commission. Territory, Ontario east of Toronto. Write, stating qualifications, to Box No. 2010, HARDWARE AND METAL, Toronto. (15)

TINSMITHS WANTED for Western Canada towns. Apply THE McCLARY MFG. CO., Winnipeg, Man., who will furnish list of towns. (18)

WANTED—First-class hardware salesman. References required. Apply BROWN & MITCHELL, Brandon, Man. (15)

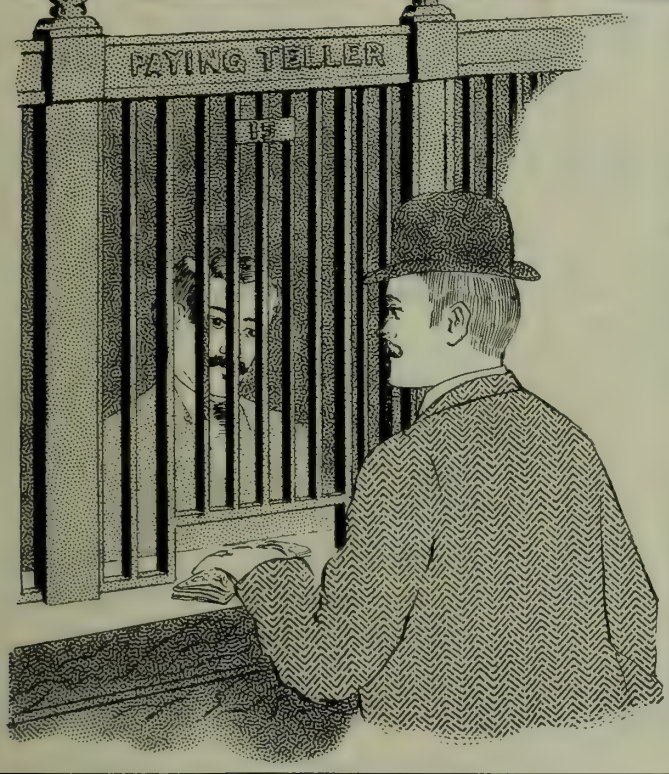
WANTED—Experienced hardware clerk for Northern Ontario. Must be good salesman, window dresser and stock-keeper. Clerk who understands or can speak French preferred. Apply, giving references, to Box 2013, HARDWARE AND METAL, Toronto. (15)

WANTED—Experienced salesman for plumbers' and steamfitters' supplies, including boilers and radiation. Good opening for man who thoroughly understands his business and can show results. State age, experience and salary expected. Apply J. H. ASHDOWN HARDWARE CO., Ltd., Winnipeg. (15)

PATTERN DRAWING

SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15 00 each. Address, THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (13tf)

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A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

MARINE VARNISHES

We put the same quality into our Marine Varnishes as we do into the rest of the DOUGALL VARNISHES.

Dougall's is not the only Marine Varnish made, but it is the only one that will stand the marine test.

If your customer has ever used Dougall Marine Varnish he will be sure to ask for it again; but if he just asks for Marine Varnish, you can feel perfectly safe in giving him Dougall's, for there is no Marine Varnish on the market that can give him the same satisfaction.

Our Motto: "Varnishes that Last Longest," applies to this line, too.

The Dougall Varnish Co., Limited

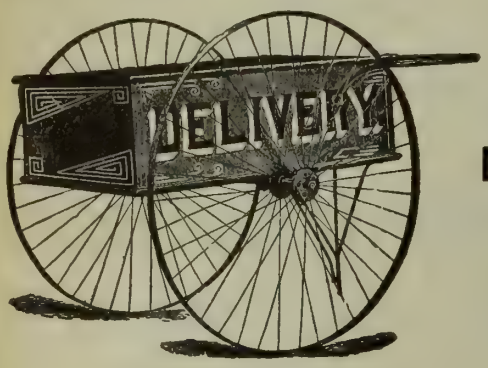
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305 Manufacturers Street, - - - - Montreal

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You can readily sell our extra strong and heavy delivery wagons to any storekeeper. They are specially suited to printers, grocers, etc., and will be found very well made and attractively finished.



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Delivery Cart
Price,
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A very wide range to select from.

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Prices and discounts on application.

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A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish,* on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equal's *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A 27

A Most Profitable Specialty

and one which carries a bigger profit than most lines is

MOORE'S

ENAMEL GLOSS

Carriage Paint

It possesses an unusual degree of durability and withstands frequent washings well. Can be applied satisfactorily without previous experience and dries quick and hard, with a beautiful varnish gloss finish, rendering varnishing unnecessary. Lose no time in stocking up with MOORE'S Carriage Paint! The opportunity for profit in this line is a very present one.

WRITE FOR COLOR CARD AND PRICES

Benjamin Moore & Co., Limited

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Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
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Victors in

Build Business on Results

FAITH COMES BY EXPERIENCE

Lay in a stock of DELTA Files and get your customers to try them out against other grades you handle. The result will be pleased customers and increased business. The superiority of DELTA Files is founded on qualities of metal and refinements of form and pattern more easily demonstrated in actual use than in argument, and your customers will find and appreciate the difference.



DELTA FILES

Every Test

Put Delta Files to Test

THERE ARE ECONOMIES FOR THE DEALER

There are economies for the dealer in handling DELTA FILES of which we will be glad to inform you.

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Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

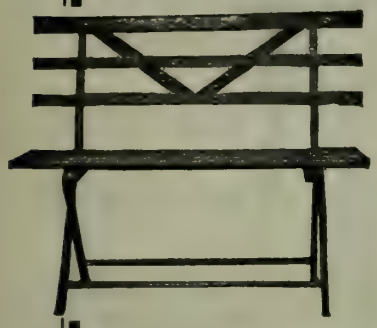
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SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

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They are a high-grade line of well-made seats, attractively finished and strong, yet light. Made of good, strong beech, seat and slats are screwed firmly to the supporting frame, ensuring th utmost rigidity. Frame painted red---the balance natural wood varnished. Packed two in a bundle.

Now is the time to stock up with this favorite line! Better send along your enquiry to-day.

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Manufacturers of
LADDERS, LAWN SWINGS, ETC.

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GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

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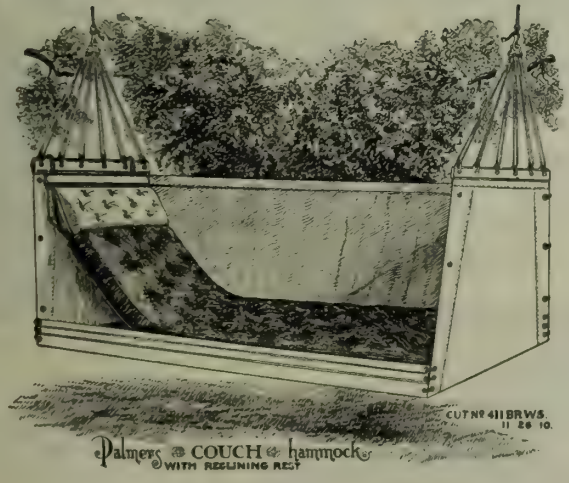
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Highest Standard Lampblacks
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A standardized line of Couch Hammocks, easily dismembered and permitting of partial replacement.

The original, largest and best equipped Hammock Plant in the country.

Send for catalog of Arawana and Couch Hammocks, illustrated in colors.

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Pumps—All Kinds.
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ASHLAND, OHIO
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Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

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Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

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Ford Auger Bit
For Every Purpose



and for every class of work —fine or coarse.

FORD Tools are perfect in every respect and contain the cream of the latest ideas of Auger Bit experts. By actual test, FORD Tools have been proved Fastest, Easiest, Smoothest and Most Accurate.

They are highest in efficiency, superior in grade of material and strongest in construction.

Each tool is thoroughly tested before put into stock, and each one is fully guaranteed to you.

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Single-Lip Auger Bits.
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Ship Augers, with screw.
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Send for Catalogue E, it's free

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Holyoke, Mass.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

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JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

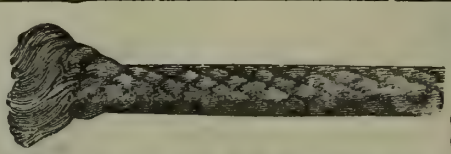
Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



HERCULES
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Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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Two Cents per Word

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

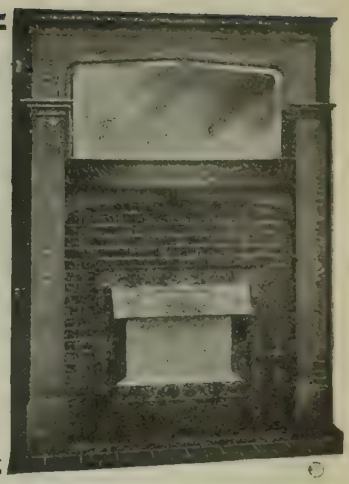
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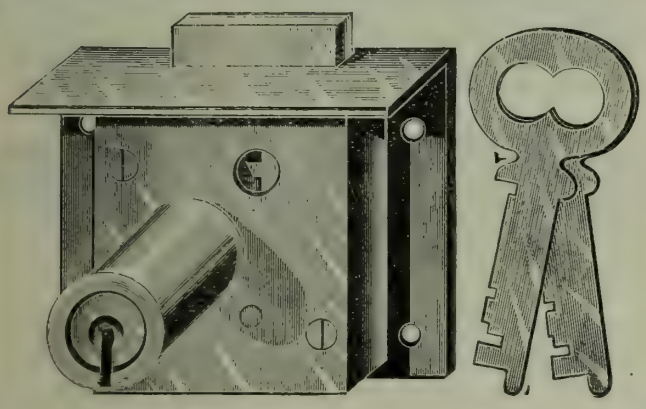
Test us, every test is one more triumph.

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The Barton Netting Company, Limited

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We carry a full line of **BRASS, DRAWER, CUPBOARD** and **TILL LOCKS** in various grades at right prices.

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SCHUCHARDT & SCHÜTTE

307 CORISTINE BLDG., - MONTREAL

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



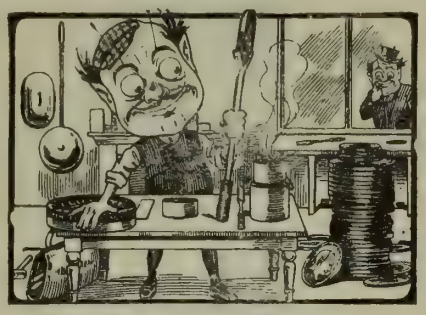
TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

NO ONE CAN AFFORD TO BE LONG WITHOUT "FLUXITE"

Plumbers, Gasfitters and other Metal Workers know it as the paste flux that

Simplifies Soldering and Supersedes Lead-Burning

It solders even dirty metals without cleaning or corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool-kit of every motor car, workshop and home. It's easy to use and easy to sell.

YOU WANT SOME

Remember FLUXITE IN YOUR INDENTS. It's packed in large and small tins and made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

Simmonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessrry style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

CANE'S WASHBOARDS and WASHDAY WOODENWARE



"NO, THANK YOU, MA'AM, I won't need a new washboard. This is a CANE DIAMOND KING and will last a long while yet"

DIAMOND KING — The king of all washboards, best English glass rubbing plate, in selected wood frame, lock corner, splendidly finished.

are designed to meet every need of every housewife in a way that will more than satisfy.

From our catalog you can select exactly the style and grade best suited to the use of your customers. The prices and finish vary widely, but the merit is always there.

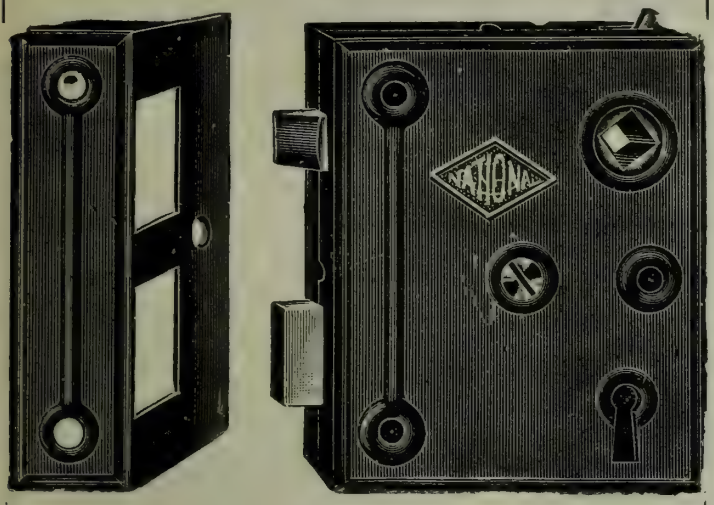
Cane's Goods sell well because they wear well.



The WM. CANE & SONS CO.
LIMITED

NEWMARKET, ONTARIO

NATIONAL STEEL RIM LOCKS



Safety, strength durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. The locking mechanism is very simple and cannot get out of order. Is pivoted on a central pin. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



MADE IN CANADA

GREAT GUNS

The position held by Tobin Simplex Guns to-day as sporting weapons has been won only by the merits of the guns themselves. They have given sportsmen complete satisfaction and the demand is constantly increasing.

The "why" is simply because:—

The Tobin Simplex is the strongest light gun and the lightest strong gun.

The Tobin Simplex has frame and action parts made from steel drop forgings—sears, springs and locking bolts of tempered spring steel.

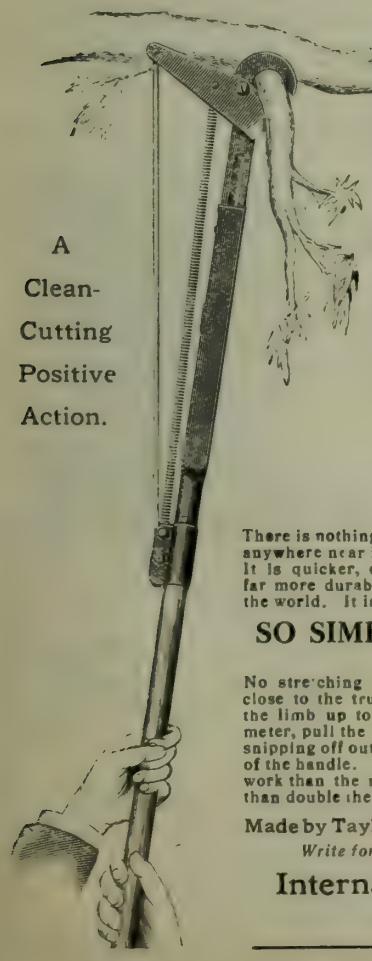
The Tobin Simplex is accompanied by a "Money Back" guarantee, which *assures* satisfaction.

Write us for catalogues and information. Stock up with a reliable gun.

THE TOBIN ARMS MFG. CO., Ltd.

Tobin Simplex Guns

WOODSTOCK ONTARIO



A Clean-Cutting Positive Action.

Every Fruit Grower needs a

"Kansas" Pruning Knife

(Improved)

There is nothing "just as good"—there is nothing anywhere near in the same class as the "Kansas." It is quicker, cleaner, far more convenient and far more durable than any other pruning knife in the world. It is

SO SIMPLE, SO POSITIVE
in its action.

No stretching or climbing. To take a limb off close to the trunk, simply place the hook around the limb up to one and a quarter inches in diameter, pull the handle and the work is done. For snipping off outlying twigs, pull the string instead of the handle. It will do five or six times quicker work than the next best knife and will give more than double the length of service.

Made by Taylor-Forbes Co., Ltd., Guelph.

Write for Circulars and Trade Prices.

International Tool Co.,
Detroit, Mich.

MALTHITE ASPHALT ROOFING

Quality Counts!

At every stage of the manufacture of

MALTHITE ROOFING

we take the greatest care to maintain a high standard of quality in the materials used, and the result is a roofing without a peer on the Canadian market.

And because of the many labour-saving devices we have introduced "Malthite" Roofing can be sold at 25% less than any other roofing.

Think what this means---then act promptly and send along your order.

The Dominion Roofing Co.
of Canada, Limited,
31-33 Front St. East, Toronto, Ont.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

Department of Railways and Canals, Canada.

ONTARIO—ST. LAWRENCE CANALS, CORNWALL CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Canal Office Enlargement," will be received at this office until 16 o'clock on Friday, April 21.

Plans, Specifications and Form of Contract to be entered into can be seen on and after April 3, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $500 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 30, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (15)

DEPARTMENT OF RAILWAYS AND CANALS, CANADA.

ONTARIO—ST. LAWRENCE CANALS, FARRAN'S POINT CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improving Lower Entrance," will be received at this office until 16 o'clock on Friday, April 21.

Plans, Specifications and Form of Contract to be entered into can be seen on and after April 3, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $9,000 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, March 30, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (15)



The Merchants' Profit-Maker

THE BOWSER WIRE CLOTH DISPLAY RACKS

6 DIFFERENT SIZES

Insist that your jobber supply you with one of these racks, you cannot afford to wait. Do not forget to ask for the **BOWSER.**

Write for Circulars and Price List at once.

R. M. Bowser & Son, Patentees and Manufacturers

RENFREW, - - PA.

Dept (D)



TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

"BANNER" COLD BLAST LANTERNS

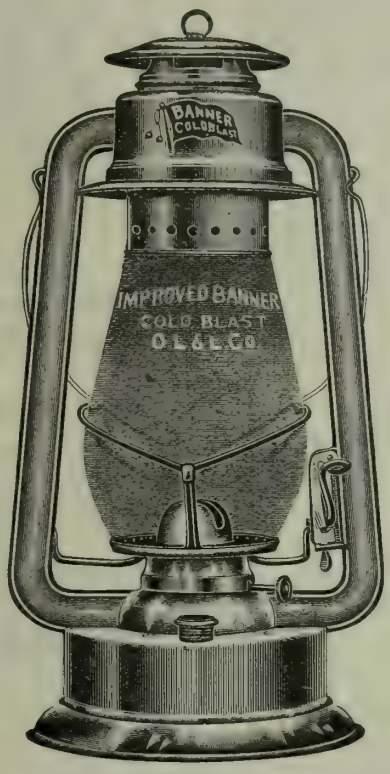
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON, ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



STEP LADDERS
4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

Saw Mills, Grist Mills, Factories

and every other industry in your locality where belting is used are your customers for GOODHUE'S

LEATHER BELTING

If you are not carrying an assortment of GOODHUE'S LEATHER BELTING in stock sizes you are losing good trade. Write us for price list.

J. L. GOODHUE & CO., Limited
Danville :: :: :: Quebec

BISSETT & LOUCKS, P. O. Box 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL *HALIFAX* *OTTAWA* — *HEAD OFFICES TORONTO CANADA* — *WINNIPEG* *VANCOUVER* *ROSSLAND*

TRADE MARK KEYSTONE BRAND REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

for Spring Trade

also Scrubbing Brushes

Yoy can get best values and most prompt delivery from

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

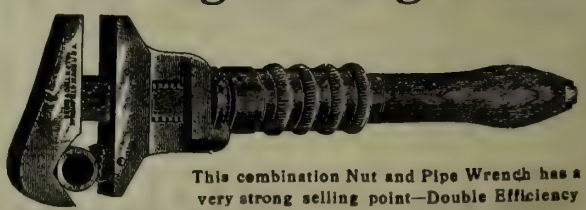
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited

WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

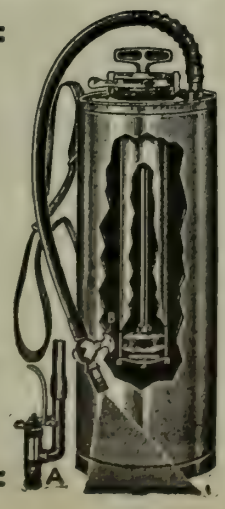
Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT



CASH or PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



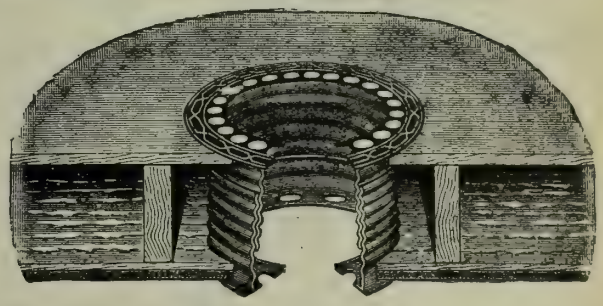
CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.

PRESTON & MONTREAL

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs. England

Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE

Montreal **Canadian Representatives**

Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.



THE ENTERPRISE MFG. CO.
AKRON, OHIO. U.S.A
EXCLUSIVELY MANUFACTURERS

Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.

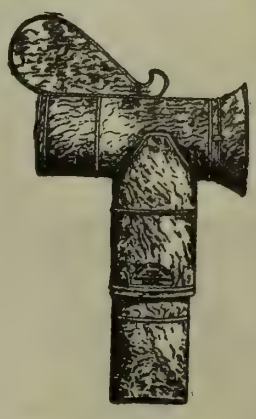
Business Getters for Tinsmiths

Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR

saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the **Zephyr**, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.



Ottawa, June 4th, 1903
Messrs. J W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—
Replying to your favor of May 30th, would say that the "**Zephyr**" Ventilator is giving good satisfaction.
Yours respectfully,
J. E. HAWKINS.

WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conductor Pipe**

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

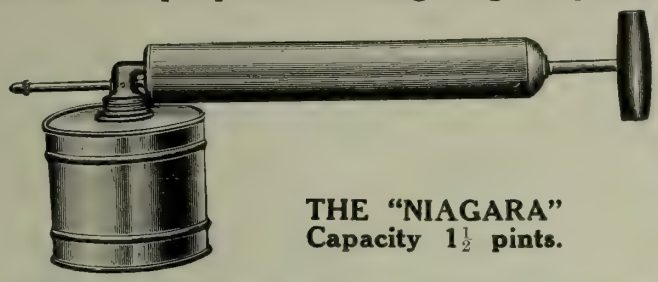
J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

THE "NIAGARA" SPRAYER

Especially adapted for the purpose of fumigating hospitals and sick rooms.

DID YOU GET YOUR COPY OF OUR 1911 SUMMER CATALOGUE?



THE "NIAGARA"
Capacity 1½ pints.

WRITE AND LET US KNOW. IT MAY HAVE GONE ASTRAY.

The action of this sprayer is such, that after the down stroke of the plunger is completed, the vapor still continues to issue from the nozzle for some time. The result is a continuous discharge of spray, without the necessity of any increase in the force or the speed of the strokes on the part of the operator.

The tank can be quickly unscrewed for the purpose of filling and for clearing out of the suction tube, if it should get clogged.

E. T. WRIGHT & CO., - Hamilton, Canada

(H. G. WRIGHT) *Manufacturers of Hand Spray Pumps*

Winnipeg distributing agents—Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents—Macpherson & Teetzel, Vancouver, B. C.
Toronto agent—F. B Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg agents—W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

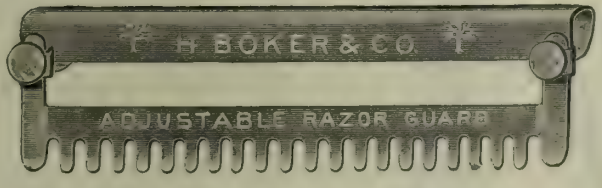
A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

H. BOKER & CO.

ADJUSTABLE RAZOR GUARD



RETAILS AT 25c. EACH

Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. It is finely finished and nickel-plated.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Reg'd **P.O. Box 366, MONTREAL, P.Q.**

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

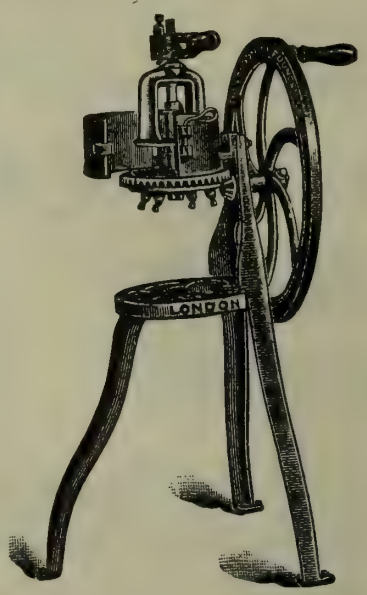
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

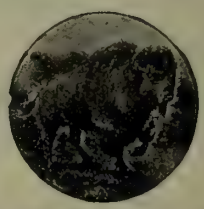
A sample kept in your store will sell many others.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

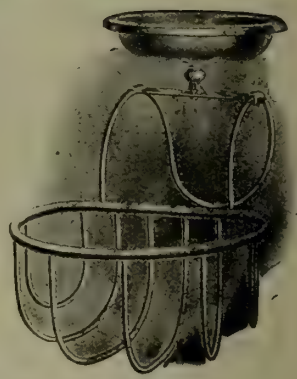
The Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of

Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.



and

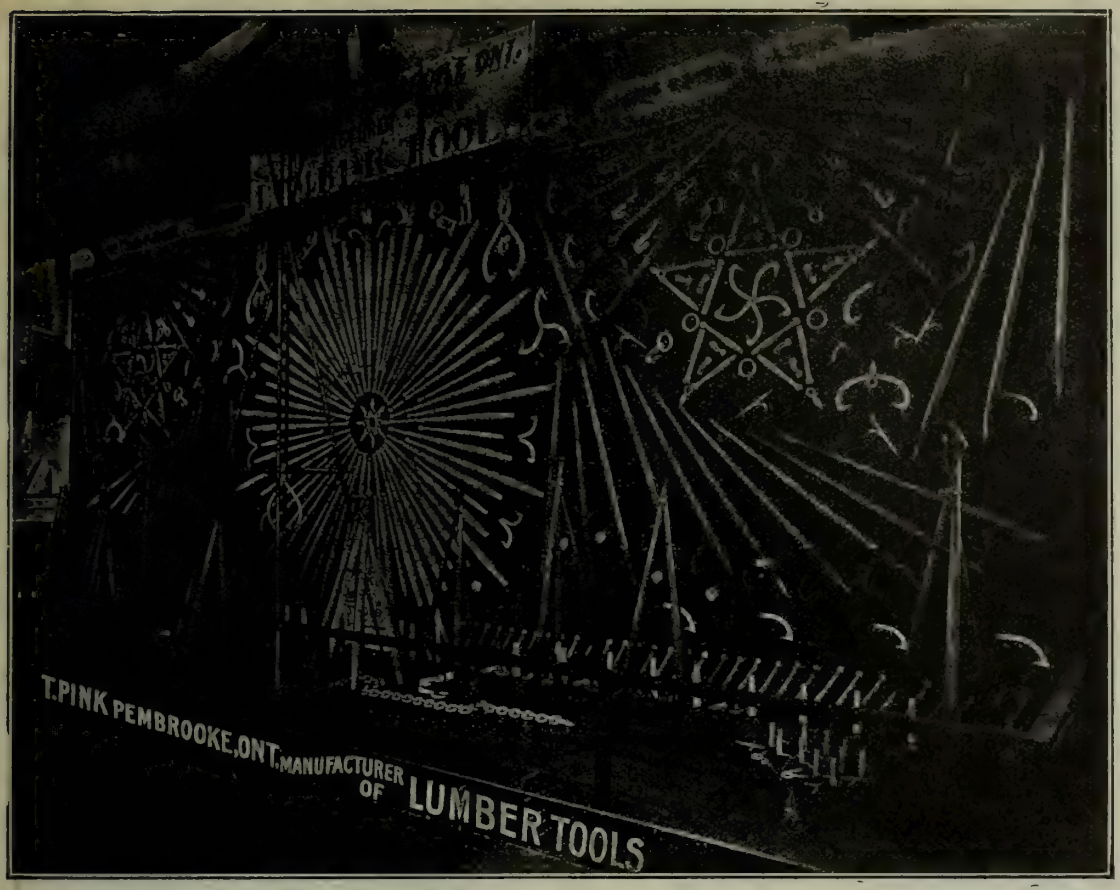
BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)

28 Toronto Street, - TORONTO, ONT.

Write for Catalogue



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE W B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited
GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England



Sell "Safe-Lock"
the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited
Owen Sound, - - Ontario

Western Agents
Brandon Safe-Lock Fence Co.
Brandon, - - Man.





Stanley Tools

STANLEY ADJUSTABLE CIRCULAR PLANES have flexible steel faces which can be easily shaped to any required arc, either concave or convex.

The cutters are made from a high grade of steel and are adjustable both endwise and laterally

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

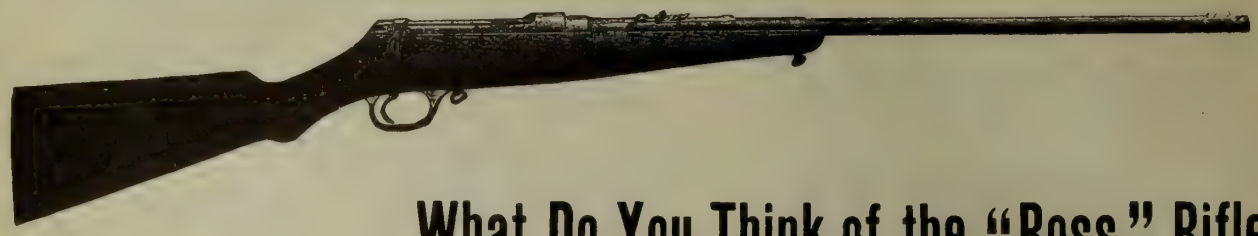
Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.



What Do You Think of the "Ross" Rifle?



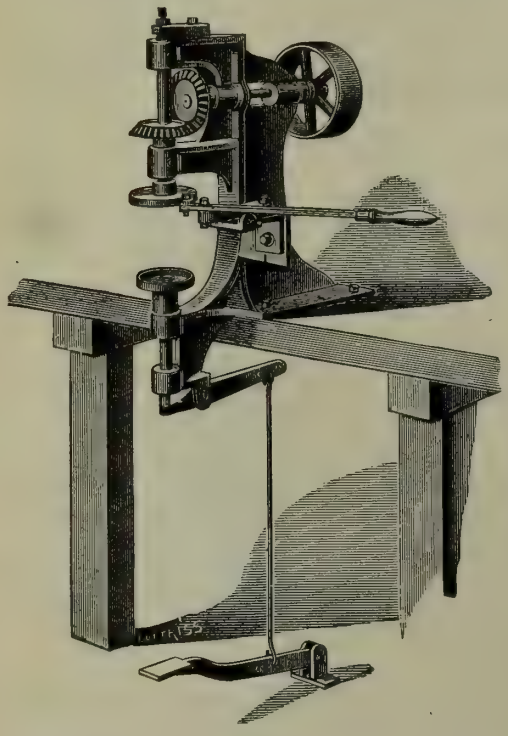
Sales increased 80% last year—mostly repeat orders.
Wherever introduced they score an immediate success.
The owner of a "Ross" Rifle would not exchange for any other make.
Dealers make good profits.
Supplies can be secured so promptly that a large stock is not necessary.
No trouble with duty.
The "Ross" Rifle gives a good profit to the dealer and complete satisfaction to the buyer.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec

No 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

PERFECTION AT LAST

The simplest and most efficient gasoline lamp in the world constructed upon new and scientific principles. A lamp that we guarantee and that guarantees itself through its very simplicity, ease of operation and utility. Absolutely nothing that can wear out or get out of order that cannot be removed and replaced without the use of tools, other than Nature has given, IN FIVE SECONDS.



A glance at the illustration will convince the most skeptical that we have at last solved the problem of a perfect

GASOLINE LAMP

Those who are using hollow wire gasoline lighting systems know to a certainty that the only place they ever have trouble is in the lamps. The tank, pump and wire tubing will last a lifetime.

There is only one wearing part—the generator. A simple twist of the wrist removes it and replaces it with a new one. An extra generator given with each lamp.

MacLAREN & CO.
MERRICKVILLE, - ONTARIO


Salem


Kingston


Morrow


Turenne


Irwin


Avon


Stratton

"New Designs"
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"
See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"GALVANIZED CANADAS"

"APOLLO" BRAND

In Stock at Montreal.

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 22, 1911 NO. 16

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

Which Pays Better

Selling two lots of

"Queen's Head"

CANADA

or one lot of cheaper substitutes?

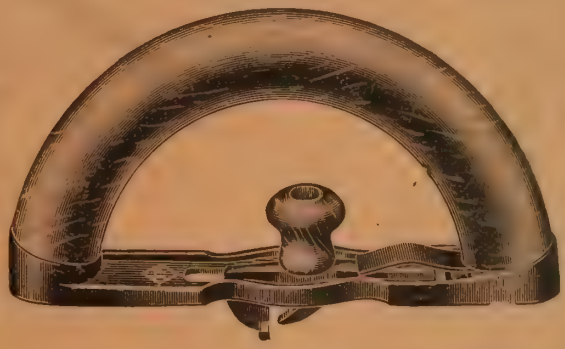
SELL WHAT THERE IS A DEMAND FOR

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited.
Montreal
Managers Canadian Branch



SAD IRON HANDLES



Among the big range of Taylor-Forbes Specialties the best SAD IRON HANDLES you can stock are "T-F" Malleable Handles.

Wood is Apple Wood, carefully selected and turned, and castings are best quality Malleable Iron.

Spring is made from "Crucible" Steel, highly tempered.

A line that is warranted to give most satisfactory service.

When ordering from your jobber always specify "T-F" Brand Hardware Specialties.

AGENTS
Taylor-Forbes Co., Ltd.—
246 Craig St. W., Montreal.
H. G. Rogers—
53½ Dock St., St. John, N.B.
W. A. MacLennan—Vancouver.

AGENTS
J. B. H. Rickaby—Victoria, B.C.
Harry F. Moulden—
Travellers' Bldg., Winnipeg.
Canadian United Mfrs. Agency—
London, England.

The Taylor-Forbes Co.
Limited
Head Office and Works :: Guelph, Ont.

Index to Advertisers and Buyers' Guide Pages 58-60. Want ads page 62.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

We are Spending Thousands of Dollars to Advertise



Carborundum

Niagara Scythe Stones

The demand this spring is going to be bigger than ever. Have you stocked up?

Remember, the only way you can get the advantages of the big demand Carborundum Advertising is Creating is by handling and pushing Carborundum Sharpening Stones. : : : :

The Carborundum Company, Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅜ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC"

BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST** the best assurance of satisfied, permanent customers. Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

204

THE S.M.P. OILERS

will soon be in demand.

How is your stock?



Steel Oilers

COPPER PLATED

NO. 875

Inches, 3 x 3¾

Prices on Application



Seamless Litho Oilers

Special Design, Assorted Colors, Bent or Straight Spouts, Stencilled Specialiy.

NO. 675

Inches, 3 x 3½

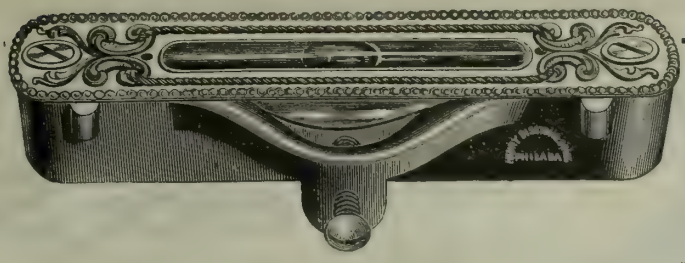
THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Just a few of the many patterns of Disston Levels



We carry a full line of Disston Levels, comprising many patterns and sizes

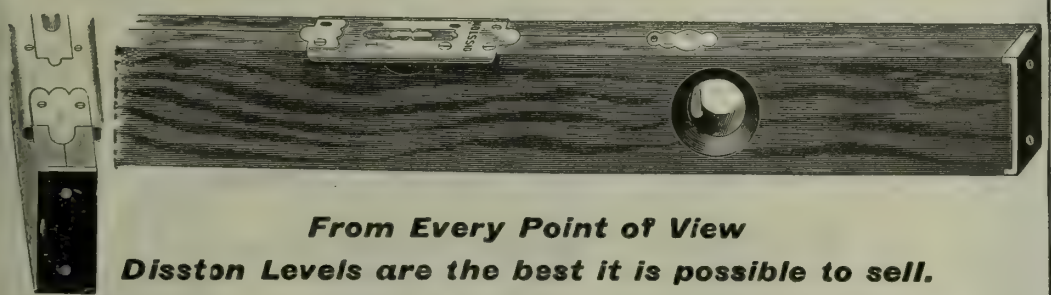


Disston Levels "are just as good as"---can be made. They---like all Disston products---are distinctive.

The stock is Best Grade Wood, well seasoned and accurately finished. The Glasses are made of finest flint glass. The Liquid cannot freeze. The bubble is unerring to the slightest variation. The Mountings are nicely finished and always closely and neatly fitted.

In a Word

A Disston Level is the kind of tool particular workmen of to-day like to use.



From Every Point of View
Disston Levels are the best it is possible to sell.

The Name Alone is a Guarantee of Quality

Disston Tools are known the world over--and most favorably known. The name of Disston associated with poor tools would be taken as a joke by mechanics and hardwaremen anywhere in Christendom; like oil and water, they don't (and won't) mix.

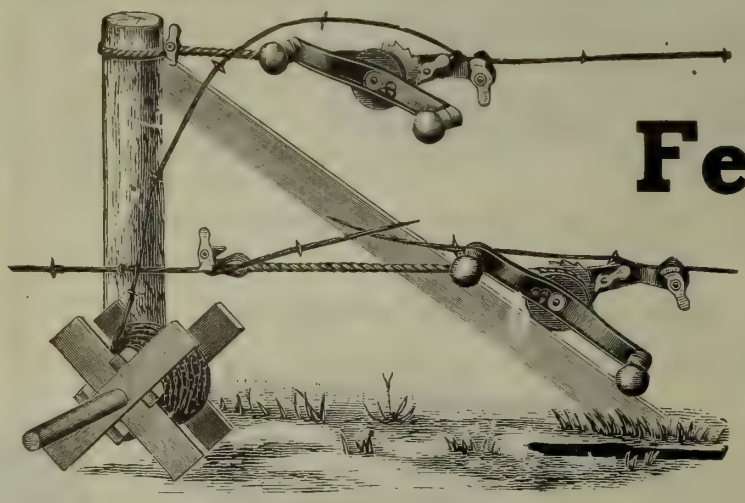
You can use this Disston reputation to your profit

We are Headquarters for Disston Goods.



LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



WIRE STRETCHER

Don't Forget

Fence Supplies

with your

Spring Requirements

Get After This Business. ═══ **It Pays** ═══

By selling your customers the goods they are familiar with, you not only make easy sales and big profits for yourself but you satisfy your customers and they stay satisfied.



Now is the Time to get After the

FENCE SUPPLIES

Fence Pliers Wire Stretchers Staples

Barb Wire Post Hole Spoons Shovels

Our Stock is Complete Our Prices are Right

A large variety of fence supplies are shown in our General Hardware Catalogue.

Before placing your Order, Write for our Prices



FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Enterprise
Rapid Grinding
Coffee Mills

Fitted with Chilled Grinders that granulate Coffee evenly.

Cutting the Coffee Beans rather than mashing them.

ENTERPRISE COFFEE MILLS

Have been the Standard of the world for years.

Recent improvements make them better than ever.



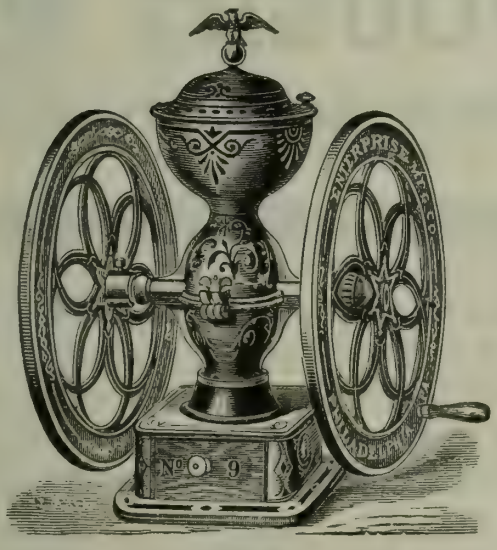
No. 2 will grind 6 ozs. coffee per minute.
Height, 12½ inches.



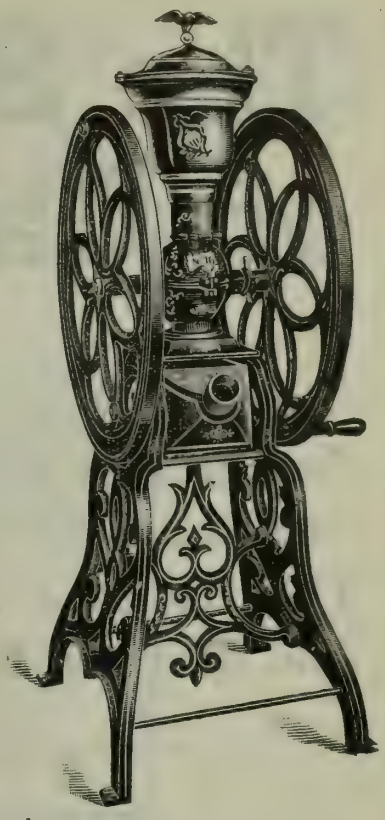
No. 5 will grind ¾-lb. coffee per minute.
Height, 17 inches.



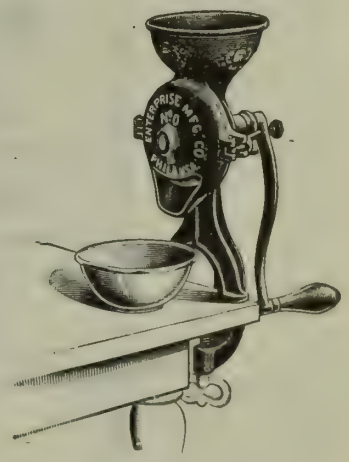
No. 7 will grind 1¾-lbs. coffee per minute.
Height, 21½ inches.



No. 9—Seventy-five turns will grind a pound of coffee.
Height, 24 inches.



No. 16—Fifty turns will granulate a pound of coffee.
Height, 5¼ feet.



No. 0 will grind 6 ozs. coffee per minute.

Wholesale Distributors:

Caverhill Learmont & Co
MONTREAL

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

All Bundles Tagged M·R·M CO. **with our Trade Mark**

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Samson Farm Tools





If you feel that you would like to do more business in Farm and Garden Tools, it will pay you to investigate the Samson Line.

We have developed a remarkable trade by giving unusual quality and value, and standing back of the goods with a positive guarantee.

It pays to sell what you can thoroughly recommend, and Samson Tools can be depended upon to "make good" every time.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

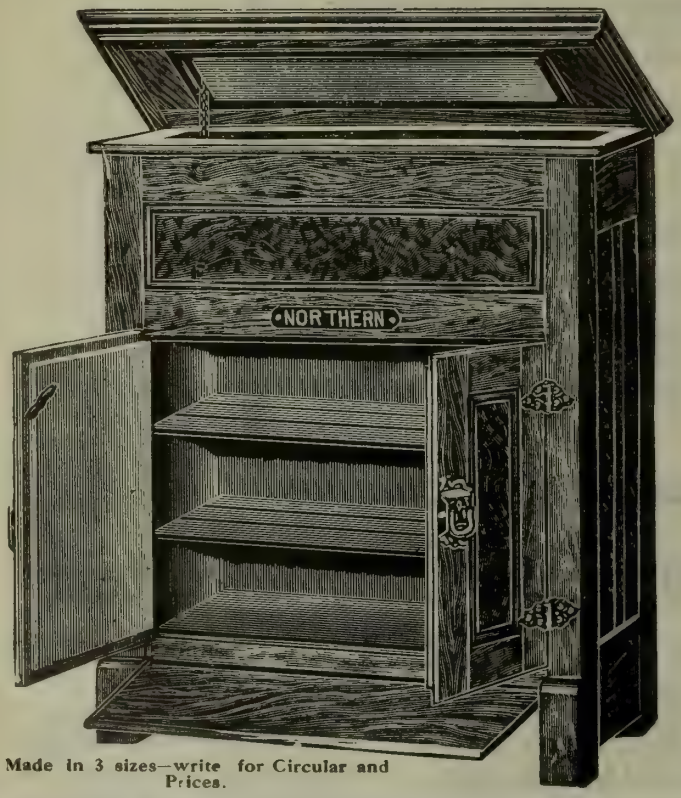
CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes—Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

THE NORTHERN REFRIGERATOR



Made in 3 sizes—write for Circular and Prices.

Dry Cold Air Principle

No interior sweating—Keeps food sweet and fresh with the least possible consumption of ice.

Made from well seasoned hardwood in natural antique finish.

New style swing base—Patent drip valve—Improved galvanized iron shelves—Raised panels—Fancy brass locks and hinges.

Order early to insure Prompt Delivery

The Thos. Davidson Mfg. Co.
Limited

Montreal - - - Winnipeg

Fenwick, W. Va., June 23, 1910.

Henry Disston & Sons,
Philadelphia, Pa.

Dear Sirs,—Enclosed you will find check for the Crosscut Saws. Will mail you photo of cutting crew, and I will say the DISSTON CROSSCUT saw is the Best Hardwood and Hemlock Saw I have ever used, and I have cut timber all my life.

Yours truly, C. MARKLY



In the foreground will be noticed two logs, one of which is of the knurly or spiral-grained species, while the other is exceedingly knotty, showing two classes of timber which test the metal, temper and workmanship of saws more severely than any other known class, and as Disston Saws are successfully cutting this kind of timber, it is self-evident that they are of the highest quality in every respect, as confirmed by Mr. Markly's letter,

For Results Use Disston Saws.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.

CANADIAN WORKS: FRASER AVE., TORONTO, CANADA

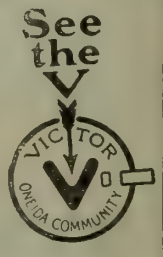


VICTOR TRAPS

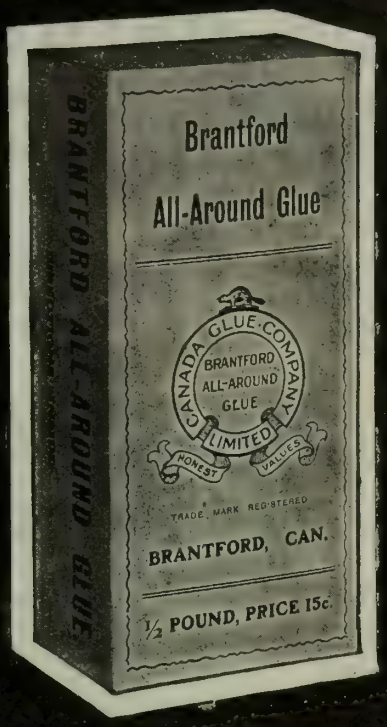
BEWARE of unknown traps. An unreliable trap jeopardizes your trade, for a trap is valueless if not a perfect machine. Victor Traps will not lose fur—they are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper.

ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Also makers of Newhouse, Hawley & Norton, and Oneida Jump Traps.



Eventually



Why Not Now?

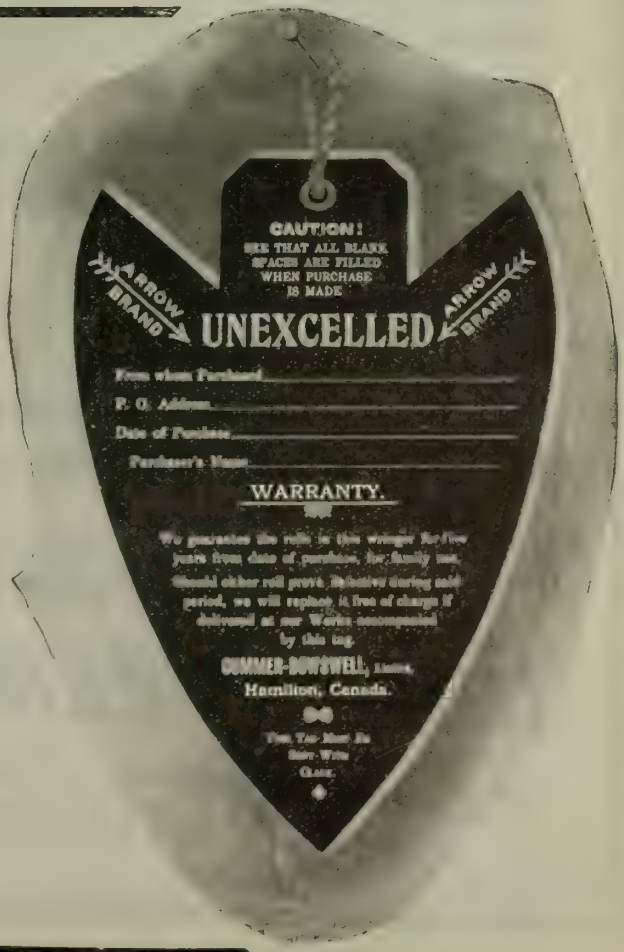
THIS TAG

is attached ***only*** to Machines that embody ***Everything*** necessary or desirable in a ***Clothes Wringer.***

It insures the wear of the rolls (the heart of any wringer).

It makes them ***easy to sell*** because the user wants a machine her neighbors recommend and not an experiment.

The difference between ARROW BRAND and other makes is ***over twenty-five years of knowing how.***



For sale at THE BUSY STORES

CUMMER-DOWSWELL, Limited
MAKERS
HAMILTON, ONT.

Eastern Agents,
W. L. Haldimand & Son, Montreal, Que.

Western Agent,
H. F. Moulden, Winnipeg, Man.

To the Hardware Merchants of Western Canada:

We take this opportunity of advising you that we have transferred the agency for our line of manufacture for Western Canada from the Western Associated Retailers Co. (formerly The W. A. Russell Co., Limited) to

MACKENZIE BROS.

Winnipeg and Calgary

We are shipping them a good stock of our well-known specialties, and they will be in a position to ship out goods promptly on your orders. This stock will consist of—

Star Haying Tools and Accessories
Star Litter and Feed Carriers
Cannon Ball Barn Door Hangers
Cannon Ball House Door Hangers
Cannon Ball Store Ladders
20th Century Barn Door Hangers
20th Century Barn Door Track
Flexo Barn Door Hangers
Flexo Barn Door Track
Star Barn Door Latches
Star Steel Adjustable Stanchions
Star Tackle Block Wire Stretchers
Ellwood Wire Stretchers
Knoxall Woven Wire Stretchers
Star Hoists
Star Steel Sleds, Coasters and Bobs
Star Coaster Wagons
Harvard Tank Heaters
Star Steel Screen Door Hinges
Star Anvils
Star Off-set Hinges
Handy Fast Pin Clevises
Harvard Hay Rack Fixtures

Their travellers will call on you in due course, and all orders sent them will receive careful attention.

HUNT, HELM, FERRIS & CO.

(Manufacturers of Hardware Specialties for 25 Years)

Harvard, Illinois

Fig 386

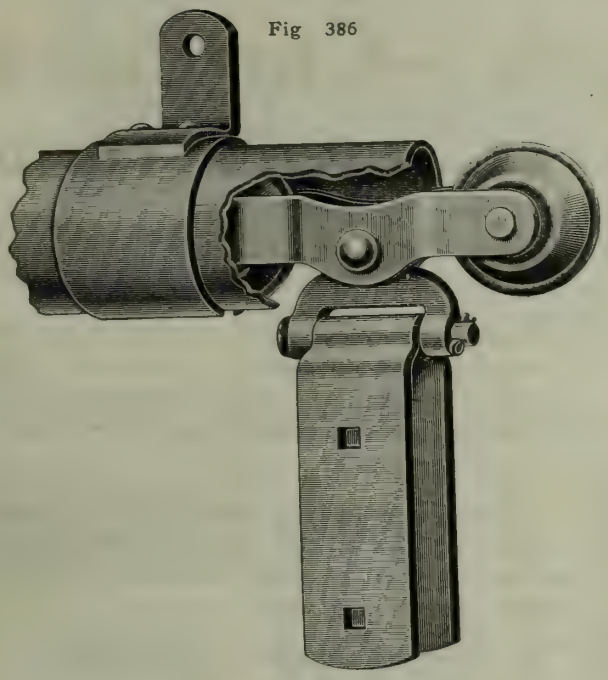


Fig. 404

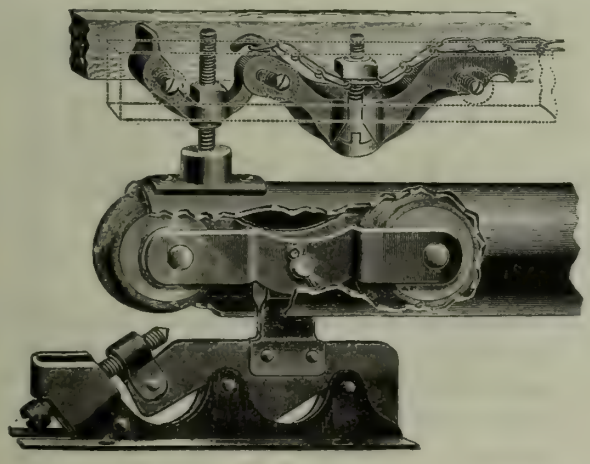
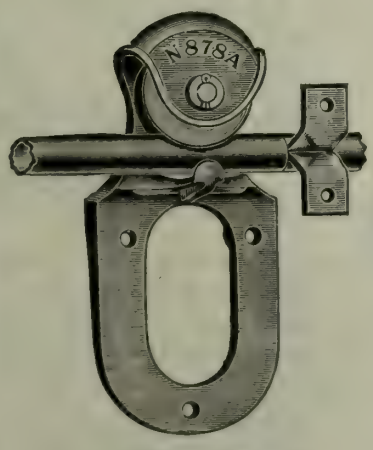


Fig. 28

Fig. 35



Front View



Rear View

The Cannon Ball Barn Door Hanger

Steel wheel, roller bearing, noiseless, tandem, flexible, bird-proof, waterproof, completely enclosed. The Track comes in 3-ft. sections, crated. 96 feet of track is packed in a crate. Can be put under the counter, making it convenient for stock. The Track Brackets are packed separately. Note that Cannon Ball Hangers run inside of the track, not outside.

"The Cannon Ball Beats Them ALL"

The Cannon Ball House Door Hanger

has two specially-formed rollers, which have steel bushings, covered with sole leather, making an indestructible wheel with wide tread and noiseless, being fitted with long roller bearings.

The Hangers are packed a full set or ½-set in a wooden box, neatly labeled. Ten full or ½-sets in a crate.

Cannon Ball House Door Track is made in lengths up to 12 feet, and is fitted with an Adjustable Wood Header, by means of which the Track is adjusted at the door opening with the use of a screw driver only.

"The Cannon Ball Beats Them ALL"

The 20th Century Barn Door Hanger

is finished in aluminum. The frame and hood of the hanger are one malleable piece, thus making the hanger strong enough for the largest doors.

The wheels have wide grooves and run on hardened steel roller bearings, reducing the friction to a minimum.

A lip projecting about 1 in. below the wheel makes it impossible for the hanger to jump the track.

20th Century Barn Door Track is put up in 2-ft. sections only, 100 ft. in a crate, making it convenient to stock right under the counter.

"The 20th Century Has No Equal"

Mackenzie Bros., Agents, Winnipeg and Calgary

Hunt, Helm, Ferris & Co., Manufacturers, Harvard, Illinois

Merchant—Clerk—Customer
ALL Need the PROTECTION Which Only a RECEIPT Affords



This Register tells you: 1—Total cash sales made by each clerk; 2—Total of your credit sales; 3—Total amount of money received on account, and 4--Total amount of money paid out. Has separate cash drawer for each clerk. Also secret adding counter tells you total amount of all cash taken in. Built to stand on floor or counter.

Issuing a receipt with every purchase protects the merchant against carelessness, mistakes and dishonesty—against disputes with customers about purchases paid for, amounts paid on account, etc.

Putting a receipt in every parcel protects clerks against suspicion, against the mistakes or carelessness of other clerks, and against misunderstandings with customers.

Protects customers, too. That's why

Successful Merchants Put a Receipt in Every Parcel.

Why don't YOU?

How can you hope to make a success of your business by following the methods of unsuccessful merchants? The difference between success and failure is simply a difference in methods.

Are you being influenced by the wrong kind of business men?

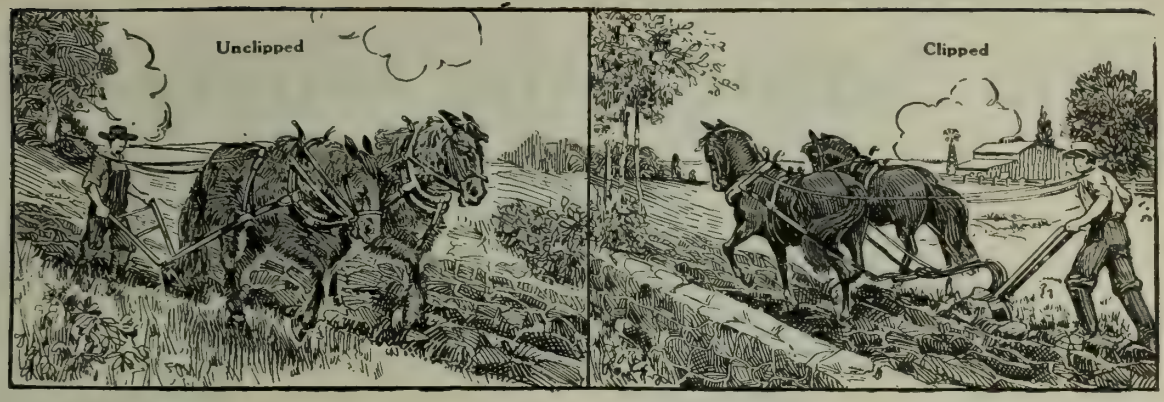
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They give every customer a receipt with every purchase. Why don't you? We'll send you a booklet showing you the best system—FREE

National Cash Register Co.

F. E. MUTTON, Manager for Canada

285 Yonge Street, • • Toronto



These pictures show why you can sell the Stewart Ball Bearing Horse Clipping Machine

to every man who owns horses

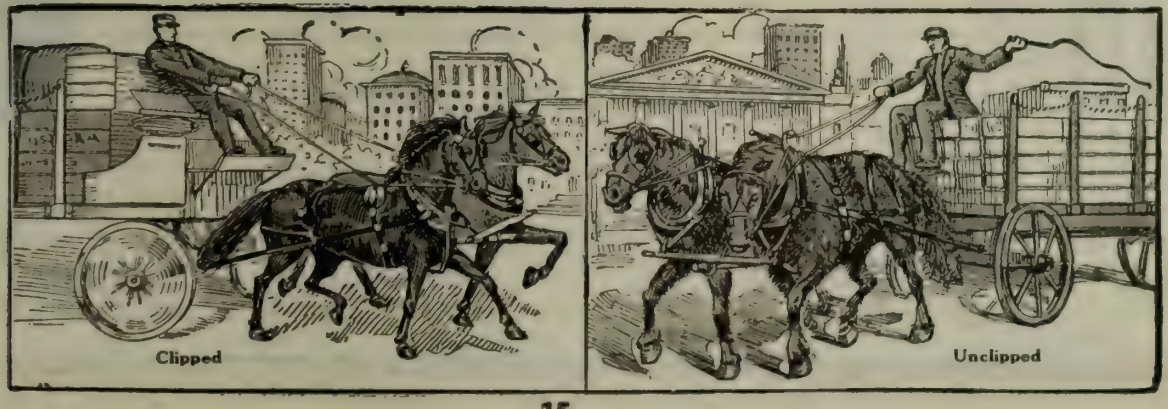


Clipped horses not only have a better appearance, but they are full of life and vigor, they dry off quickly, rest well, and do more and better work. This splendid machine, with file hard, cut steel gears, six feet of new style, easy running flexible shaft and the celebrated Stewart single tension nut clipping knife—highest grade. Retails in Canada at only **$9.75**

There is a good profit in every sale for the dealer — ***All the principal jobbing houses of Canada carry it in stock***

It is time now to get them on your floor for spring trade. Ask your jobber. Write for complete 1911 catalogue.

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"The Name's the Guarantee"



YOU ARE LOSING SALES and customers if you do not carry our Saws and Edge Tools in stock. One of our customers writes:—

"With reference to Spear & Jackson's goods, we have been buying goods from this firm for a number of years, and introduced their Hand Saws into the district. We make them one of our special lines and are proud of the service and satisfaction which they give. We are selling them now to American workmen in competition with the best American brands, and are having the utmost satisfaction from the results."



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Nickel and Electro Plated Spoons and Forks,
and Case Goods, stock or import.

IRON, STEEL, METALS, TINPLATES, CANADA PLATES, GALVANIZED SHEETS, BRASS CASED TUBES, CHEMICALS, OILS, FIRE BRICKS.



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SPRINGS, SWEDISH IRON, WINDOW GLASS.

WIRE

BARBED, PLAIN GALVANIZED, COPPERED, TINNED, OIL TEMPERED, "PERFECTION" DOOR SPRINGS

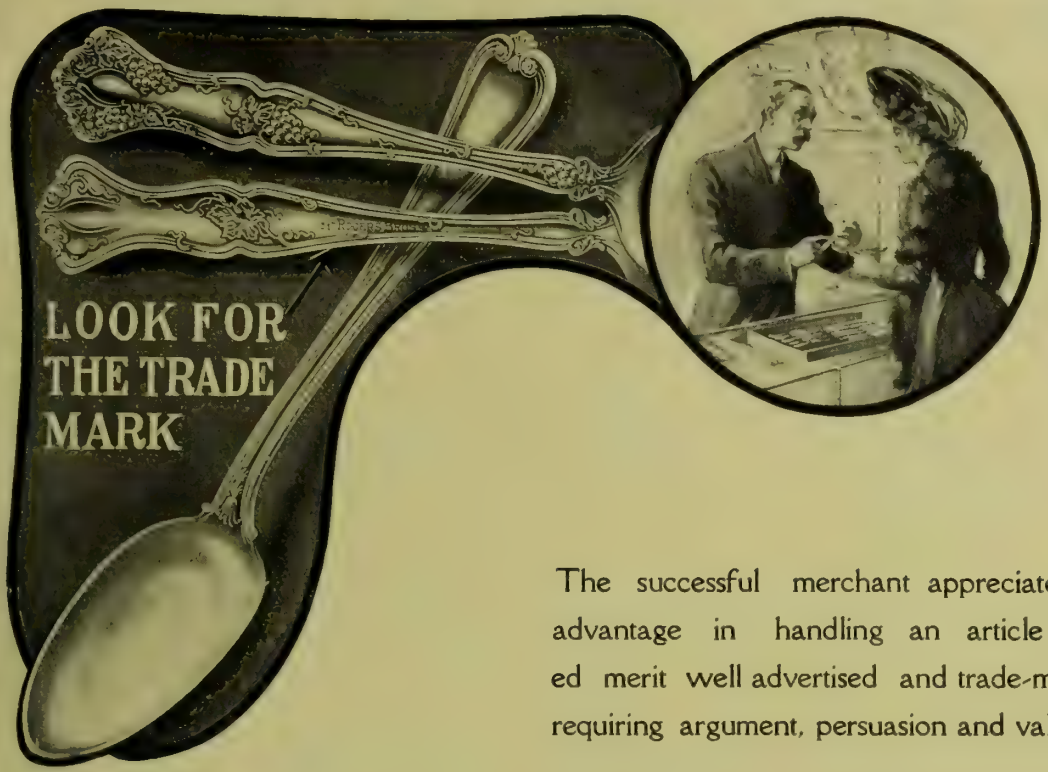
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Board of Trade Building,
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SPEAR & JACKSON, Limited
ERNEST STEVENS, Limited
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MORGAN SPRING CO., Etc., Etc.



Reduce Your Selling Expense

The successful merchant appreciates there is an advantage in handling an article of unquestioned merit well advertised and trade-marked, over one requiring argument, persuasion and valuable time.

The successful merchant realizes that

1847 ROGERS BROS. MERIDEN B.COMPANY **X S TRIPLE**

is the kind that gives lasting satisfaction, saves valuable time and talk: no need to convince the customer.

Over five-hundred publications throughout the country carry our advertisements. Millions of readers recognize the "1847 Girl," and when they see her they also remember

1847 ROGERS BROS. MERIDEN B.COMPANY **X S TRIPLE**

Our publicity campaign helps us and it will help you also if you stock and carry:—

"Silver Plate That Wears."



Meriden Britannia Co.

Hamilton, - - - Canada

1847 ROGERS BROS. "SILVER PLATE THAT WEARS"



"AMERICAN BEAUTY ROSE"

A pattern that possesses the charm and dainty beauty of the flower whose name it bears, together with the excellence of quality in all Knives, Forks and Spoons bearing the trade-mark

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MERIDEN BRITANNIA CO., HAMILTON, CANADA

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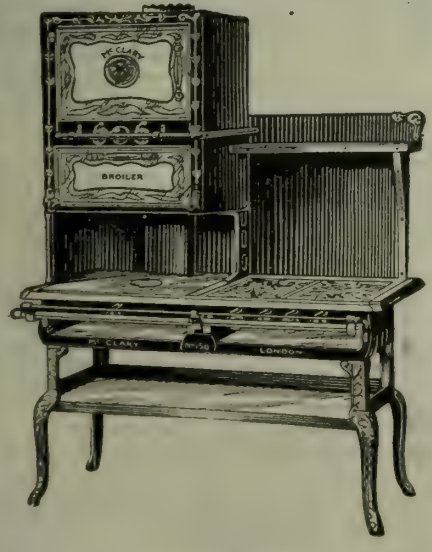


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"Samson" Hand Delivery Cans

And, moreover, we can supply any trimmings required for the e cans. We carry a heavy stock of trimmed sheets, all sizes and gauges.

"McCLARY" GAS RANGES



Style H, No. 158---With Left hand Oven
Length 42½ inches over all

Style H, right and left hand oven range is considered the acme of Gas Range efficiency. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This range is fitted with High Shelf and also large 18 inch polished cast iron griddle plate with two burners below.

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Battery Zincs, Fuse Wire, Wire Solder

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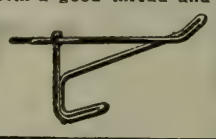
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For clearing land of Trees, Logs, Roots and Stumps



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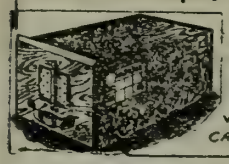
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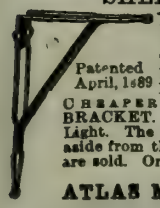
BENNETT STEEL HARDWARE SHELF BOX

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SHELF BRACKETS.



Will Hold Up a Shelf

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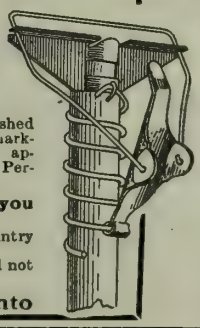
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MOP STICK



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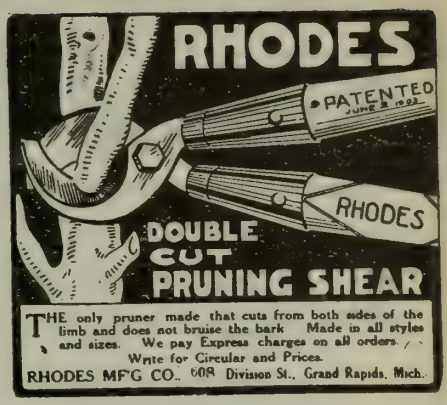
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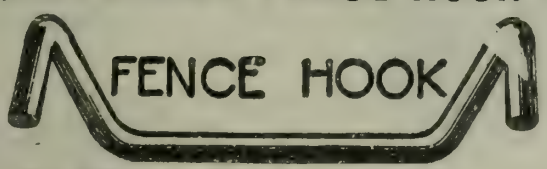
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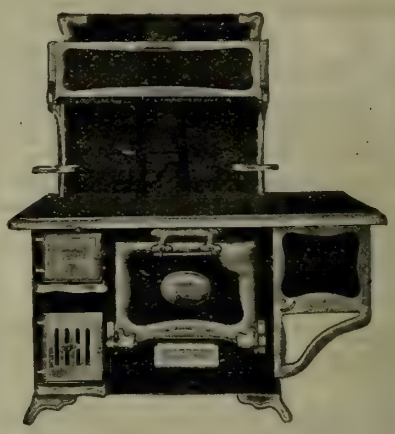
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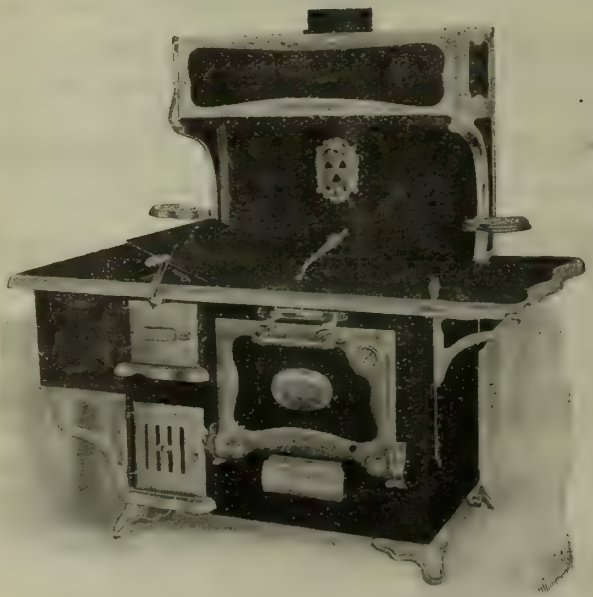
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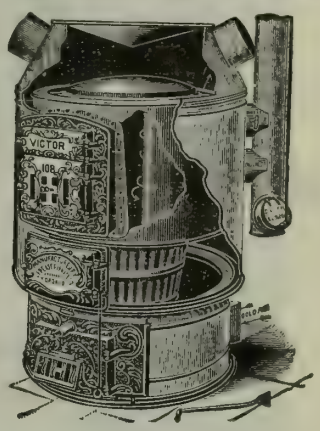
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"VICTOR" Warm Air FURNACE



With Duplex or Anti-clinker grate.

A strictly high-grade furnace, modern in construction and a powerful heat producer.

Made in four sizes and sold at prices that permit of their being figured on competitive contracts.

Our reputation of long-standing for only high-grade heater construction, coupled with the valuable assistance we can accord you through our Travelling Rrepresentatives and our advertising campaign, will help boom your Heating Sales.

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Used in factories of all kinds for hurried machine repairs.

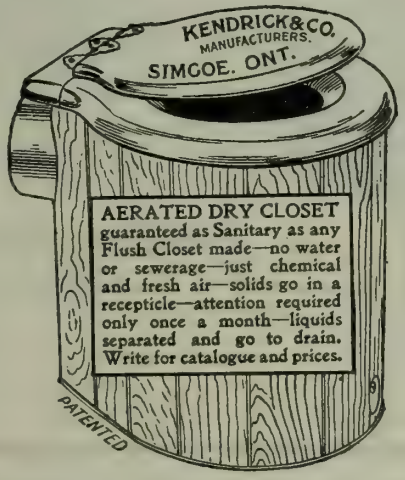
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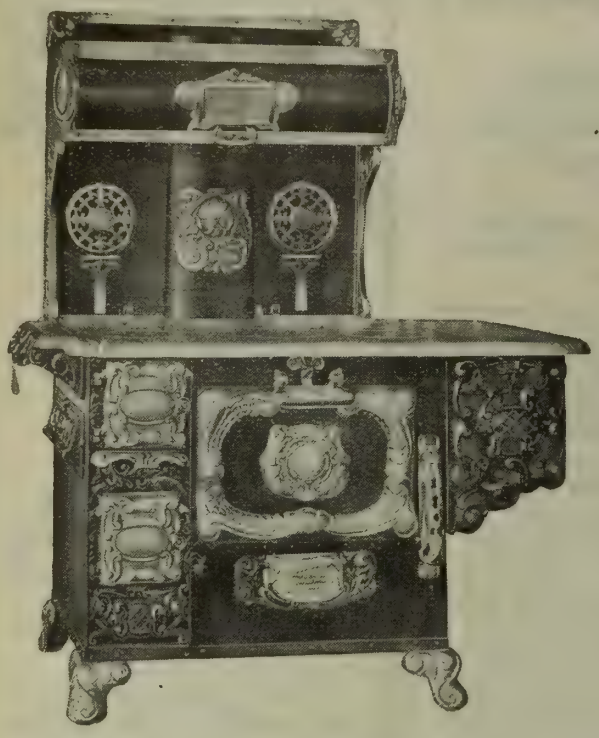
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Are a Profitable Line to Handle

The **CROWN FAVORITE** is a range that every Live Dealer should have on his floor. It has class and individuality and can be sold at a price that will net a handsome profit and every one sold insures a permanent and satisfied customer.

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Made in two sizes, 16 and 18 inch ovens, six hole tops. Duplex grates, for coal or wood.

Crated weight of Square Range with High Closet 340 lbs.
Crated weight with Reservoir and High Closet 400 lbs.

Large stock of these ranges carried at our branch

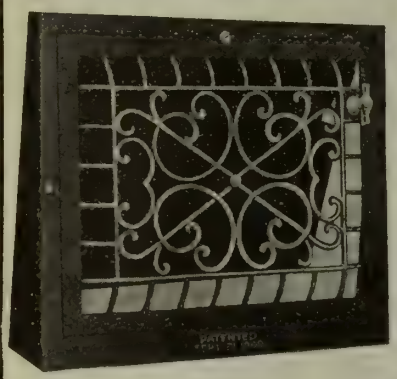
260 PRINCESS ST., WINNIPEG

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GEO. D. HORSMAN, Vancouver, B.C.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

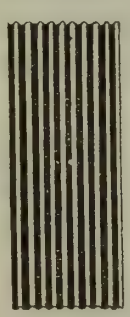
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Our CORRUGATED IRON ROOFING and SIDING

is stamped, not rolled, and is absolutely straight and uniform. We make a full range of EAVETROUGHS, CONDUCTOR PIPE, ELBOWS, SKYLIGHTS, VENTILATORS, etc., and invite your enquiries. Get our prices for Galvanized Sheets.

THE QUICK SHIPPERS **WHEELER & BAIN** TORONTO, ONTARIO

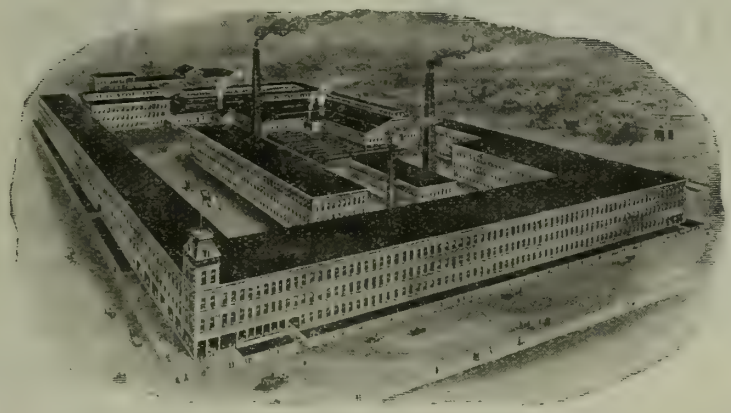
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL



WINNIPEG
and
VANCOUVER

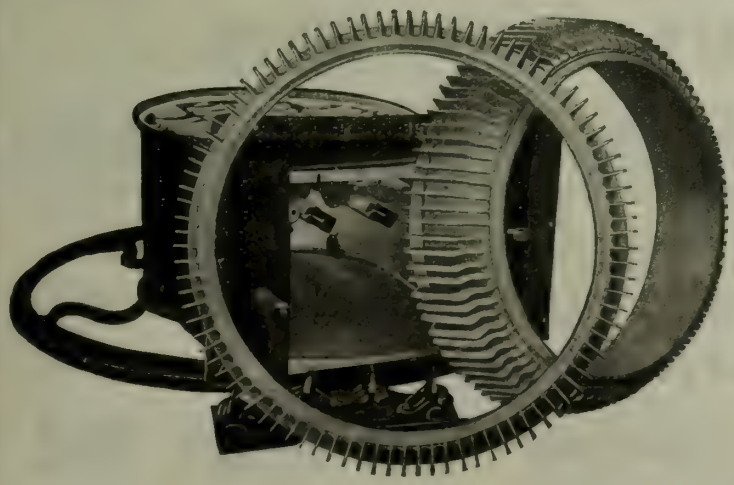
WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.

HECLA FURNACES

Steel-Ribbed Fire-Pots—Hecla Fire-Pots are made in two sections. They will not crack from expansion and contraction. Each section has from 50 to 150 steel ribs fused on the outside, giving three times the radiating surface of any other style of fire-pot.



The Result—An actual test extending over three years showed that the Steel-Ribbed Fire-Pot effected a saving of over 13% in fuel. ***Steel-Ribbed Fire-Pots will not burn out.***

CLARE BROS. & CO., Limited

PRESTON, ONT.

BRANCHES:

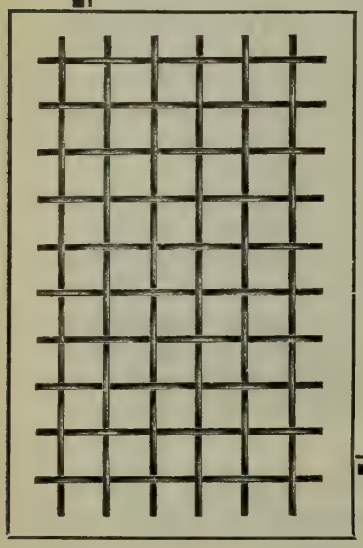
CLARE & BROCKEST, Limited, WINNIPEG
J. M. KAINS & CO., VANCOUVER
RACE, HUNT & GIDDY, EDMONTON
REYNOLDS & JACKSON, CALGARY
THE MECHANICS' SUPPLY, QUEBEC

A TIMELY REMINDER

may be given to your customer that uniformity in the mesh of wire cloth depends on the quality of the metal and the skill shown in drawing and weaving. And in these respects

Greening's Woven Wire Cloth

LEADS ALL OTHERS



It is made from special high-grade steel rods, drawn in our own mills, and "double crimped," the process which insures the greatest strength and uniformity of mesh.

Made in a very large variety of sizes and weights.
Ask your jobber for Greening's.

The B. Greening Wire Company
Limited

HAMILTON and MONTREAL



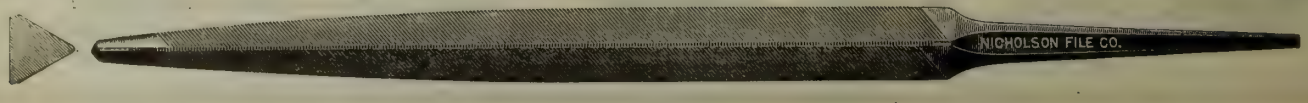
Special Steel—Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

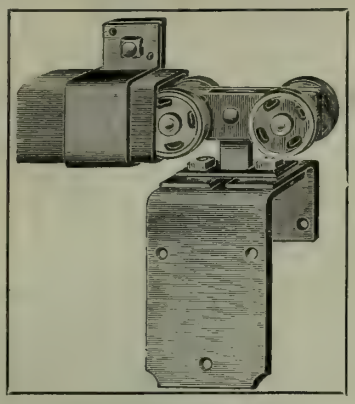
AMERICAN ARCADE GREAT WESTERN GLOBE
EAGLE McCLELLAN KEARNEY & FOOT J. B. SMITH

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



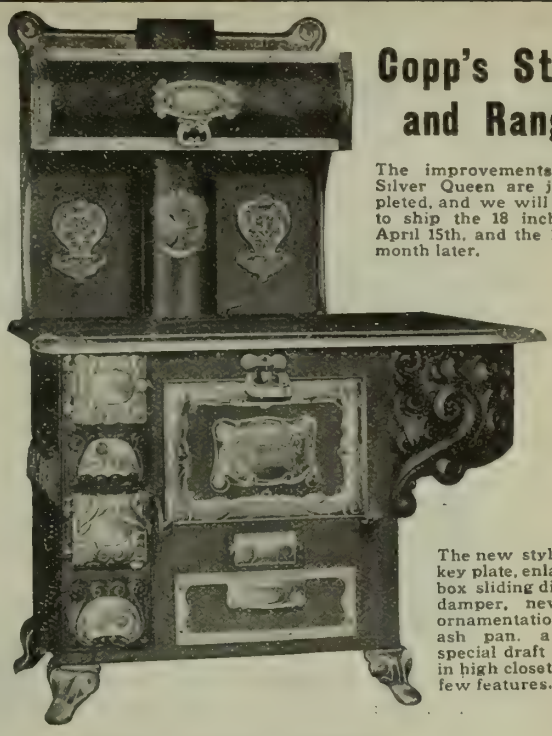
A Line of Distinction



No. 20 Richards Gem

Hardware dealers know we have studied the sliding-door field—that we make a hanger for any door that slides. They buy the popular Gem for their profit and satisfaction our experience brings.

Richards-Wilcox
Manufacturing Co.
Aurora, Illinois, U.S.A.



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lift key plate, enlarged fire box sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

THE SPECIAL FEATURES IN MAXWELL'S
Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that last a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario



WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong. GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

MORRISON HOSE GOODS



Light Pattern Hose Branch
Fig. 1041



Simplex Spray Nozzle
Fig. 1071

We manufacture and stock a complete line of Hose Goods, suitable for all purposes, including

Hose	Couplings
Hose Reels	Nipples
Hose Racks	Reducers
Nozzles	Clamps
Sprinklers	Washers



Hose Coupling
Fig. 1052



The Daisy Lawn Sprinkler
Fig. 1084

THE JAMES MORRISON BRASS MFG. CO., Ltd.
93-97 ADELAIDE ST. WEST, TORONTO

ATKINS

Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.

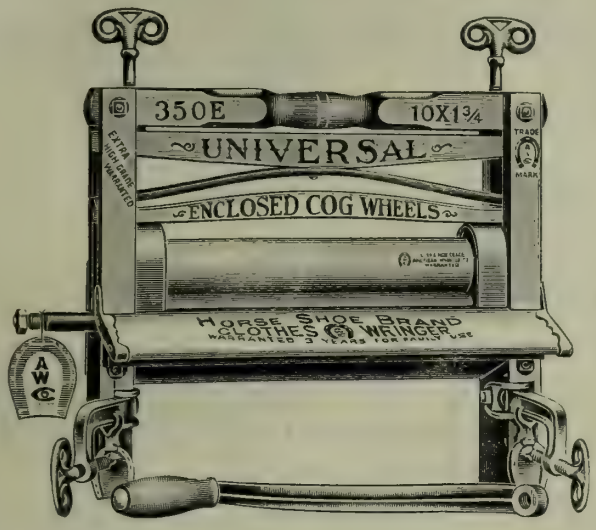
No. 190

E. C. ATKINS & CO., Inc.
MAKERS OF STERLING SAWS
Hamilton, Ont.
U.S. Factory, Indianapolis, Ind

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York



The Merchants' Profit-Maker

THE BOWSER WIRE CLOTH DISPLAY RACKS

6 DIFFERENT SIZES

Insist that your jobber supply you with one of these racks, you cannot afford to wait. Do not forget to ask for the **BOWSER.**

Write for Circulars and Price List at once.

R. M. Bowser & Son, Patentees and Manufacturers

RENFREW, - - PA.

Dept (D)



Retiring from Business on June 1st

Complete Sale Hardware Store Fixtures

ALL IN SPLENDID CONDITION

SHELVING, COUNTERS, SHOWCASES, SILENT SALESMEN, CASH REGISTER (5 drawers), SAFE, DISPLAY TABLES, TYPEWRITER, CUTLERY BOXES, WINDOW MIRROR.

Other articles too numerous to mention. Write for information, prices, etc.

MACDONALD & FLEMING, Portage Ave., WINNIPEG



We Can't Guarantee Sales

but we can give you logical reasons why you should feature

WONDER-SHINE

The Marvellous New Silver Cleaner

Here's why it means money in your pocket—it's a **new** method of cleaning silverware without rubbing and without injurious effects to hands, clothing or plated ware—we guarantee that.

We are advertising to the consumer from coast to coast and creating the demand.

We are offering a good fair margin of profit to you.

People are drawn to your store to make a Wonder-Shine purchase, in itself a small sale, but it possibly means new customers to you.

A trial order will convince you of the merits of these goods—place a display box on your counter and in your window and watch the sales.

Case contains three dozen display boxes.

Household Convenience Co.

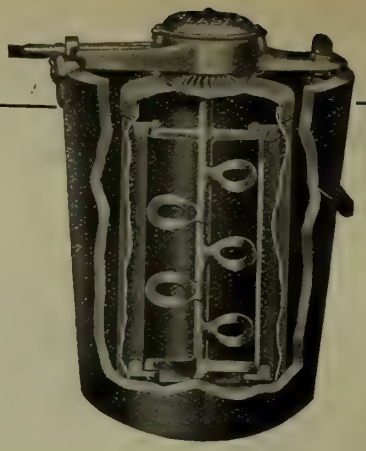
Limited

TORONTO, CAN.

Agents for Quebec and Maritime Provinces: Smith Hardware Co., 221 Lemoine St., Montreal.

Agents for Manitoba and Saskatchewan: Daw & Wyssman Co., 67 Merchants Bank Bldg., Winnipeg.

Agents for Alberta and British Columbia: Donnelly, Watson & Brown, Limited, Calgary, Alta.



THE ALASKA FREEZER

"The freezer with the aerating spoon dasher"

Five Reasons Why the Alaska is the Best Freezer Made.

1. Its Aerating Spoon Dasher whips air into every particle of the rapidly freezing cream, making it light, smooth, delicate, delicious.
2. It makes the best sort of cream in record-breaking time—three minutes.
3. It is built to last a lifetime. Notice the details, such as the waterproofed pine tub, the completely covered gears, the weight of the metal parts, the quality of the cans.
4. It takes less ice and salt—and labor—than any other freezer.
5. It is fully guaranteed as to material, workmanship and mechanical operation.

Stimulated by ALASKA ADVERTISING—which is backed by the superior construction of the freezer—Alaska Sales will jump tremendously this summer.

You can do a large business with the ALASKA Freezer at a good profit. Let us send dealer's terms.

The Sheet Metal Products Co.

of Canada, Limited

Montreal TORONTO Winnipeg

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts—these inquiries might just as well go to you—if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.; H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

You get what you want when you want it—

Depend on us for prompt shipments of any of the many specialties we make. For we carry stocks at both our factories that are big enough always to take care of your orders QUICK. And that ought to count with you.

ACORN GALVANIZED SHEETS

You should ask at once about the new proposition we are ready to make you on "Acorn Quality" Plain Galvanized Sheets. We can now make you a better offer on these top-notch goods than you can get on import orders of the usual kind. And you know, probably, that you can bank on the quality of "Acorn Quality." Every sheet is dead flat; soft, easy working, and so rolled and galvanized as to meet the difficult conditions of the British Government Specifications. Write us for particulars NOW—before it slips your mind.

The METAL SHINGLE & SIDING CO., Ltd. Preston, Ontario

PLYMOUTH ROPE

Do you wish to please your customers?

It sometimes takes only a small thing to do it. Try this way: simply stock and offer them a thoroughly first-class brand of rope. We suggest

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope is made in one grade only, and we take pride in making that the best in the world.

PLYMOUTH Manila is what your trade needs for wear and long service. It won't wear out like common cheap rope.

PLYMOUTH Sisal rope is made in the same workmanlike manner as PLYMOUTH Manila, and is better than the second-quality Manila rope being offered to the trade.

Write for folder, "The Rope You Can Trust."

Ask your Jobber for PLYMOUTH.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense

There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

Sanitary Chemical Closet



That has Earned the Name of Sanitary

No Water No Plumbing

Sanitary Odorless

A Closet that is especially planned for rural districts where they have no sewerage connection.

A closet that is perfectly Sanitary and odorless—a closet that is made right, works right, and is right at all times, and for sale by the leading Hardware Merchants in every town. **Write for catalogue "F."**

Red Cross Sanitary Appliance Company

GRIMSBY . . . ONTARIO

The Trained Salesman

The Trained Salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. This he can do in his spare time, just as hundreds of others have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and capacity to meet men and women on their own ground as representing the MacLean Publications.

This work puts you in touch with the big men of each town. A connection of inestimable value.

We want a representative in practically every town and centre of population to secure new and renewal subscriptions.

To those who devote only part of their time we can offer an attractive proposition. Experience is unnecessary. We show you how, which in itself is an excellent training in salesmanship.

Your name and address sent to us will bring you a complete prospectus.

MacLean Publishing Company

143-149 University Avenue - Toronto, Ontario

DOMINION AMMUNITION

Is the Sportmen's Best Friend and Game's Worst Enemy

WHY TIE UP YOUR CAPITAL IN SEVERAL LINES WHEN SPORTSMEN ARE BETTER SATISFIED WITH THE UNEXCELLED SHOOTING QUALITIES AND LESS DUTY PRICE OF

DOMINION
PROVED AND IMPROVED
AMMUNITION

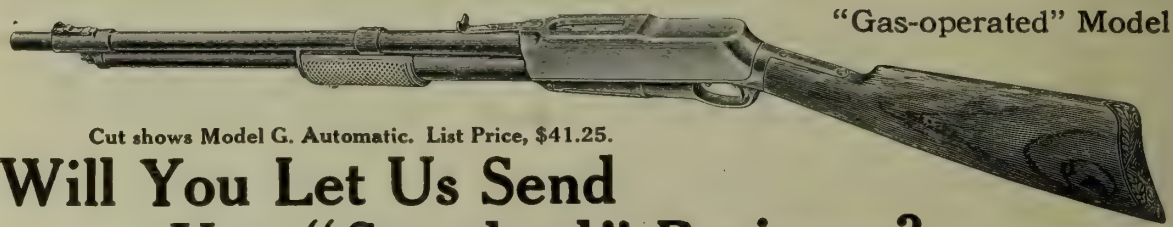
DOMINION
DEPENDABLE
AMMUNITION

DOMINION
PROVED AND IMPROVED
AMMUNITION

YOU CAN PAY MORE BUT YOU CANNOT GET BETTER VALUE THAN IS FOUND IN DOMINION SHOTSHELLS AND CARTRIDGES. IF NOT A USER OF CANADIAN MADE AMMUNITION. TRY A BOX AND BE CONVINCED. WE INSURE YOUR SUCCESS BY GUARANTEEING EVERY BOX.

Dominion Cartridge Co., Ltd.

MONTREAL, CANADA



"Gas-operated" Model

Cut shows Model G. Automatic. List Price, $41.25.

Will You Let Us Send You "Standard" Business?

The following Canadian jobbers carry a stock of Standard Rifles and can ship promptly:—

EDMONTON, Ross Bros. Ltd., Sommerville Hardware Co.; LONDON, D. H Howden & Co. Ltd.; MONTREAL, L. H. Hebert & Cie, Ltd., Lariviere, Inc., Lewis Bros. Ltd.; OTTAWA, Ketchum & Co. Ltd.; ST. JOHN, N.B., W.H. Thorne & Co. Ltd.; TORONTO, H. S. Howland; Sons & Co. Ltd.; WINNIPEG, J.H. Ashdown Hardware Co. Ltd., Marshall-Wells Hardware Co. Ltd., Miller-Morse Hardware Co. Ltd., Hingston-Smith Arms Co. Ltd., Wood-Vallance, Ltd; VANCOUVER, McLennan, McFeely & Co. Ltd.

Our 1911 Advertising Campaign and Selling Plan will develop a NEW and immensely enlarged field. The method will popularize and immediately increase the sales of

STANDARD RIFLES

"Gas-Operated" "Pump-Action"

All inquiries received will be referred to the nearest dealer, and strong support will be offered in business-getting letters from our home office.

Line up for big profits, rapid-fire sales and the enviable reputation that will come to dealers who are far sighted enough to handle a modern line.

Send for our catalog, booklets, etc., and let us tell you details of our way of sending business to you.

TWO MODELS

Gas-Operated

Hand-Operated

25, 30 and 35 caliber

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DELAWARE, U. S. A.

How to Get Results from Advertising

Money Spent on Newspaper Space Should be an Investment—Careful Study Necessary to Secure Best Returns—Planning a Lawn Mower Ad.—Some Current Hardware Ads. Received.

How to Get Results From Advertising.

Is it possible to tell beforehand, whether or not an advertisement is going to make a hit and pull big returns for the advertiser? Not absolutely. Some of the cleverest advertising managers on this continent, occasionally launch an ad. or a series of ads. which falls flat, and does not seem to create any impression on the purchasing public. On the other hand many ads. which have been tried out with the greatest misgivings on the part of the advertiser, have instantly made good, and started the dollars rolling into the store or office as the case may be.

So, to a certain extent, advertising still possesses a certain element of chance, despite the progress it is making towards becoming a science. But the average retailer need not worry on this score. This problem is not so complex as that of the manufacturer who has a national business and spreads his publicity campaign over the whole country. If he knows and closely follows a few of the fundamental principles of advertising, he will scarcely fail to gain a good measure of success.

A Concrete Example.

To illustrate what we mean by fundamental principles, we are going to describe the various steps which should be taken in writing an ad. for a retail hardware store. In order that it should be as practical as possible, we are choosing a lawn mower, as the subject, and any of our readers are at liberty to use the whole or any part of this advertisement in their own campaign. The lawn mower, too, is a particularly seasonable article, as lawns will soon require attention, and it is time to get the consumer thinking on the subject.

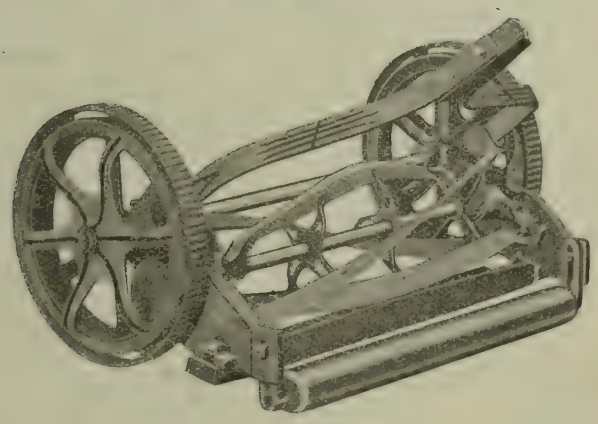
In a previous article, it was suggested that the ad-writer must put himself, mentally, in the position of a buyer, if he wishes to make a convincing appeal. It is in this way only that he can put up his proposition in such shape as to influence his prospect, and answer possible questions, objections or arguments that might be advanced.

The ad. writer then will suppose himself to be the possible buyer of a lawn mower. To what class does he belong? What kind of people do not own lawn mowers and yet require them? Well, possibly he has just taken up house during the fall or winter, and has never felt the need previously; or perhaps he has been using his neighbor's lawn mower, as so many people do. Ah! there's an idea for a catchy read-line: "Don't Borrow Your Neighbor's Lawn Mower!" That will strike home, so we will make use of it, having first selected a cut of a lawn mower, to draw attention to the ad.

How the Customer Looks at It.

The ad-writer, mentally disguised as the prospective purchaser, will muse thusly: "I mustn't borrow Smith's lawn mower this season. It makes me feel cheap. I'll have to buy one of my own, and there are lots of things about

Don't Borrow Your Neighbor's Lawn Mower



Buy one of our ——— Mowers, and save your self-respect.

The ——— Lawn Mower is light in weight, and is the easiest running machine we know of. That is because of the ball bearings, which also make the Mower practically noiseless.

The ——— Lawn Mower is built in a factory where they have specialized for years on mowers that cut clean and hold an edge. High-class material and workmanship are used in its construction and it is therefore durable—will stand up to hard and continuous work with little expense for sharpening and repairs.

Look at the Cut!

Is it not a good-looking lawn mower? It is finished in red and gold, the handle being of ash, handsomely varnished. You'll feel proud of this Lawn Mower.

The mower illustrated, is 14 inches wide, with 10-inch wheels, and sells at $——. But we have sizes and prices to suit everybody.

Come in and let us talk Lawn Mower with you!

JONES BROS.

THE RIGHT PLACE FOR HARDWARE

Smith's lawn mower, that I'll not stand for in mine."

"Smith's runs too hard hot work on a summer evening. It doesn't cut clean leaves whole rows of long grass standing. It is so noisy that it arouses the whole neighborhood, when Smith gets up at six o'clock to cut his lawn. It is a clumsy-looking machine—mine must have some appearance. Wonder what a good lawn mower would cost?"

It is safe to say that some such mental process as this would be experienced by any man of average means and common sense, who happened to be in the market for a lawn mower. By piecing together these objections to Smith's machine which the prospect has been borrowing, the ad. writer will have a pretty good idea of the arguments which must be advanced in order to sell this prospect.

He wants an easy-running machine which will cut the grass—not chew it. It must be free from noise and have an attractive appearance. Finally, the price must be right.

These ideas will furnish a pretty good foundation upon which to build an ad. It only remains to put them together in some logical way so as to make an enthusiastic, detailed and accurate description of the lawn mower or mowers which are offered for sale. The advertisement which is reproduced on this page suggests a method of doing this.

The young ad. writer must not feel discouraged, if he finds that it consumes a lot of time to plan and execute one single advertisement. It is bound to do so, and, even after he has begun to acquire the ad.-writing "knack," he will require to put plenty of time and thought on his subject, if he wants to make the best of the opportunities that printer's ink presents to him.



Hon. Sidney Fisher

Minister of Agriculture

has stated that there is more land wasted by old Rail Fences than would pay for erecting new, modern,

Wire Fences

We Can Supply You With the Best.

Ad. No. 2.

It is not good policy to rush the copy over to the printer's, as soon as it is written. It should be carefully studied and viewed, in an effort to improve upon it. The ad.-writer should again put himself in the position of a prospective buyer, and go over that ad. very searchingly to see whether it really appeals to him as a buyer. If it does, the next step is to have it set up in type. If it does not, there must be some weak points in the copy. Where are they? They must be hunted out and strengthened, before the printer gets possession of the copy. No general rules can be laid down for this process of improving the copy. If it is not strong and convincing the ad-writer must ask and answer the question: "Why?" Then he will have the key to the situation, and his success as an advertising man will largely depend upon his ability to carry out a correct analysis, in such a matter as this.

Some Hardware Ads. Reviewed.

In this week's issue, Hardware and Metal reproduces two representative hardware advertisements, and an extract from another. These may be taken as types of three distinctive styles of newspaper advertising now current in the trade.

Ad. No. 1 is headed "Code's Hardware News," which is along the line of advertising that has recently sprung into favor among hardwaremen. Some specimens have already been reviewed in these columns, but the present sample does not carry out the idea to the same extent as others which have come up for attention. In fact, the headline is the only part of the ad. which is suggestive of a news column or a miniature newspaper. The balance goes right ahead like the ordinary ad. so that the headline seems to be a little incongruous. It should either be dropped, or a more newsy style of copy writing should be adopted, so that the whole might be harmonized.

The ad. itself is much above the average. In the first place, a cut is used, which makes the subject more vivid, in the eyes of the reader. In the second place, prices are quoted which, in itself, is an important part of a real advertisement. In the third place, a strong point is made of the claim that the oil stove in question, will save 30% of the fuel bill. The opening sentence: "Mr. Customer, do you intend buying an oil stove," detracts from rather than adds to the strength of the ad. "Buy an Oil Stove This Season," would have more of the element of suggestion in it.

Another point is that the customer's probable main objections to buying an oil stove, are not answered. These have reference to safety and odor. A good many people are prejudiced against the use of oil stoves because they consider them unsafe, while others object to the kerosene odor caused by some of the cheaper oil stoves. The advertiser should have reassured his readers on these points.

A Good Argument Outlined.

No. 2 is extracted from a good full-page ad. inserted by R. Hawkins, of Smiths Falls, in his local paper "The Rideau Record." It outlines a good argument in favor of wire fencing—that the superfluous space occupied by an old-fashioned rail fence, if put to proper use, would more than pay the expense of putting up a new wire fence which leaves every inch of ground available. The fact that this statement was made by the Minister of Agriculture for Canada adds weight in appealing to the farmers. The argument should have been more fully developed, so that it might be obvious to all who read it.

Code's Hardware News

Save 30 Per Cent. in Your Fuel Bill

Mr. CUSTOMER:—Do you intend buying an Oil Stove this summer and keep your house nice and cool?

Call on Us and See our New Line—
THE BON AMI



This Stove will save you 30 per cent. in your Fuel bill, and boil water in half the time of an ordinary Oil Stove. You cannot afford to buy any other. Price for 2 burners, $9.00; 3 burners, $12.00; Oven to fit 2 holes, $3.00. CALL TO-DAY.

A. E. Code, Morris

Ad. No. 1.

Shelf and Heavy Hardware | **Cooking & Heating Stoves**

JOHN LOUGHRIN

Main Street • MATTAWA

Camping Outfits, Guns, Rifles, Ammunition, Fishing Tackle and Sporting Goods of all kinds

Paints (mixed and dry), Oils, Varnishes, Kalsomines and Brushes of all descriptions

Household Furniture.
Manufacturers of Tinware of all kinds
Metal Roofing particularly attended to

Edged Tools a Specialty | **Builders' Hardware**

Ad. No. 3.

Our Page for Hardware Clerks

WHEN YOU'RE SELLING A BICYCLE.

By Victor Lauriston.

There was a man once tried to sell me a bicycle. It was back in those glorious days when the old C. W. A. was a power in the land. This chap was obsessed with the notion that I wanted a wheel, and he strove at every opportunity to convert me to his way of thinking. Every day or so he waylaid me, and talked sprockets and chains and spokes and tires till he made me dizzy.

The odd thing of it was that I never bought a wheel from him. I never even thought of buying one till a friend stirred me up by narrating his experiences on a cycling tour.

All that was years ago. But with the return of dust and spring sunshine and good roads the lesson is just as timely as it was when the bicycle was new. The lesson is : that the vital thing for you to consider in selling a bicycle (or anything else for that matter) is, not "Why am I going to sell a bicycle to this man ?" but "Why is this man going to buy a bicycle from me ?"

The average bicycle buyer is not an expert. He doesn't know the names of the various parts, nor does he understand how they work in together. What he sees in a bicycle is, not a collection of small items, but a single large item —a more or less harmonious whole.

Here and there a buyer knows bicycles. To such you can talk bicycle technology, and make a hit. He will appreciate your expert knowledge, and be guided by the information you impart—that is, if you are as well informed as he is.

But the ordinary buyer doesn't buy from the expert standpoint. He purchases a bicycle for a particular purpose. He intends to ride to work, or to race, or to take little trips now and then through the country. He seeks one or more outstanding qualities in his wheel—a bit of machinery that will run smoothly, or wear well, or pedal along through life with the minimum of repairs.

Hence, when you give him your bicycle knowledge, give it to him in terms that he will understand.

Translate your spokes and rims into terms of endurance, your tires into terms of easy running comfort, your gearing into terms of speed. Transform the steel and wood and rubber of that bicycle you're trying to sell into a living, moving picture that will appeal to the fancy.

Speak of amateur photography and your hearer will instantly think of the kodak. That is the result of advertising. Yet the kodak is not advertised in technical terms of lenses and shutters and dimensions, so much as in terms of the results it will bring and the pleasure it will give. The idea of possessing all baby's pictures—or bring home souvenirs of pleasant jaunts—of having infallible evidence in support of your stories of hunting prowess—these are not technical facts, but pictured results. They tell a man, not what the article is, but what it will do for him.

It's just the same with that bicycle you want to sell. Next time you're advertising "1911 Model Bobby-Boy Bike, Just In," or next time you're talking technicalities to a prospective buyer, just stop and think. If you do, you'll set the new precedent of talking results ; of telling the customer, in person or by newspaper proxy, of the pleasure the wheel will bring, the time it will save, the joy of a quiet spin along a good country road, the quick home coming after the day's work is done.

There's not a school child on earth but will side-step the multiplication table in order to look at a picture. You'll find your customers are built on pretty much the same plan. Drop your multiplication table salesmanship, therefore, and try the picture idea for a day or two. You'll like the change.

KEEPING ONE'S MIND ON BUSINESS.

Where a good many clerks fall down—and fall down badly—is in properly applying themselves to business, during business hours. Arrived at the store in the morning. their first duty appears to be, to discuss the events of the previous evening, with their fellow clerks. If there has been a hockey match, it must be thoroughly threshed out, and discussed from every possible standpoint, with all due reference to what might have happened, if——.

Perhaps there has been a dance, in which case it is very necessary to compare programmes, and discuss each other's various partners.

It makes a very bad impression on a customer to find, on entering a hardware store to make a purchase, that the clerks are congregated in the back of the store, eagerly discussing topics which are so foreign to their work. In some cases, this is carried to such an extreme that the customer is made to feel almost like an intruder, and he decides then and there, that he will not repeat the visit.

Hardware clerks should take recreation, and plenty of it, for it is just as true as ever, that "All work and no play makes Jack a dull boy." But they should never allow their hours of pleasure or exercise to intrude upon their business. They cheat both their employer and themselves, when they spend a great part of the morning discussing the events of the previous evening, and of the afternoon in planning for the coming evening. It is the clerk who knows how to mix business and pleasure in the right proportions, who is most likely to succeed.

CLERKS NOW CONTROL STORE.

Almost constantly, we are hearing of hardware clerks who are opening a store on their own account, or succeeding to their employer's business, or being received into the partnership. This all proves that hosts of opportunities are awaiting the hardware clerks who are wide-awake to them.

The latest development in this line which has come to our notice, has taken place in Hensall, Ont. A few weeks ago Hardware and Metal chronicled the fact that the old hardware firm of J. & C. McDonell, of that place, had been burned out. The firm did not reopen, but two of their clerks, Messrs. Bonthron & Drysdale have now gone into business, handling all the lines which had formerly been handled by J. & C. McDonell.

A representative of Hardware aod Metal called on Bonthron & Drysdale a few days ago, and found them occupying a very neat and well-stocked store. Besides hardware they carry a full line of furniture, and do an undertaking business.

Both partners in the new firm are young men of good business ability, and they have bright prospects of success.

CULTIVATE GOOD PENMANSHIP.

Remember that there can be no excuse for a man to write so badly that the customer has trouble in deciphering the bill. Write clearly and make your figures so distinguishable that no doubt can arise. These things are little, maybe, but it is the small things in life that go to make up the sum total of big things. Don't imagine it would not be worth while to put in a little time o' nights at home with a copy-book. Other men—now big men in your business,—have done it. They consider those nights some of the best spent in their lives. Don't forget that nothing is ever really wasted.

WHAT CLERKS ARE DOING.

J. T. Brock has returned to Lumsden, Sask., accompanied by his bride. He has accepted a position with Donald and Thompson, hardware dealers and plumbers.

Mr. Schmidt, manager of the Blackie Hardware Co., Blackie, Alta., met with a serious accident while out driving. His horse ran into a barb wire fence, throwing him out. He was badly cut by the wire and will be laid up for some time.

Milton Wilson, who has been in the employ of the Brandon Hardware Co., during the winter, is returing to his home in Kilowna, B.C.

John Robinson has accepted a position in the hardware store of L. H. Phillips, Cartwright, Man.

HARDWARE AND METAL

(ESTABLISHED 1888)

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JOHN BAYNE MACLEAN - President

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BIG FACTOR IN SUCCESS OF RETAILERS

Few retail merchants are, to-day, satisfied to conduct their business according to standards which have been set up in their own experience, or in that of the few competitors with whom they are in personal touch. The majority of the trade have long since recognized that, in the ably edited trade paper, they have at their service one of the biggest factors tending towards success in merchandizing.

This fact has been brought home to us very forcibly by a letter which has been received this week, from S. Schwanz, a progressive hardware dealer of Rocanville, Sask. In the course of this letter, which is published in another column, Mr. Schwanz states that he and his clerks had all received such satisfaction from reading Hardware and Metal that they generally all wanted to read it at the same time. The result is that Mr. Schwanz has subscribed for his clerks as well as for himself, so that all may be at liberty to read the paper at their leisure.

This is an example which should be followed by every dealer who employs a staff of clerks. It would not only tend to increase the spirit of loyalty in the clerks, but would also increase their efficiency as salesmen, stockkeepers and all around business men.

Some weeks ago the writer was in conversation with the head clerk in a fine large hardware store about sixty miles north of Toronto. Speaking about advertising he mentioned that the proprietor had asked him to take part in a recent advertising contest which had been held by Hardware and Metal. He, however, did not feel competent, as he had not had the opportunity of studying the subject. Only one copy of Hardware and Metal went into the store, and the proprietor took that home with him to read on Sunday, generally forgetting to bring it back. That clerk was an excellent window dresser, was enthusiastic over his work, and a little encouragement by the proprietor would have been amply repaid. It would have been an excellent investment for the proprietor to have this clerk read Hardware and Metal every week.

Everyone connected with a hardware store should be thoroughly conversant with market conditions; should familiarize himself with methods of buying, selling, taking stock and displaying goods, as adopted by merchants in his line in widely divergent parts of the country; should especially study advertising, which alone, has made the catalogue houses a great mercantile power.

All of this information and much more is given in the columns of a live weekly trade paper such as Hardware and Metal admittedly is. No hardware merchant can so easily keep in touch with the progress of his trade, as by reading its columns every week. It is one of the big factors in the success of those dealers and clerks who read it regularly.

THE LIGHTING SUPPLY TRADE.

It is not so many years ago that electric and gas lighting were found only in the homes of the very well-to-do. To-day homes without either one or the other are the exception rather than the rule. Even the smallest towns now boast both electric and gas plants and consequently the privilege of using the light thus supplied is within the reach of all. With this change in methods, the importance of lighting fixtures has grown rapidly and to-day they have become a profitable branch of every progressive hardware store.

In many hardware establishments, fixtures and electrical supplies are not handled, probably for the reason that the trade has been allowed to drift into other hands. To neglect the opportunity presented of driving a profitable business in that line, is to make a very serious mistake. Fixtures and lighting supplies of all kinds are logically a hardware line. The hardwareman has always handled oil and spirit lamps; he supplies stoves and furnaces for heating; why, then, should he not complete his claim to the position of household outfitter by carrying and installing fittings for gas and electricity?

The present is a good time to make a start. In the spring there is a brisk demand for new fittings, incidental to the general renovation which follows housecleaning. It is within the power of every hardware dealer to secure a share of this trade.

MERCHANTS WHO DISHONOR DRAFTS.

One of the most annoying features in the financial management of a manufacturing or jobbing business, is the manner in which so many retailers persist in returning drafts, or in dishonoring them when they fall due, without consulting with the drawer.

The collection of accounts would be a very complicated and expensive procedure if it were not for the facilities afforded by the banks for this purpose. The great majority of business houses who have a large number of accounts on their books much prefer collection by draft to any other existing system, and it has come to be almost universally adopted.

The passing of a draft on a customer, in some isolated cases causes offence, but this is quite unreasonable as it implies no more lack of confidence in him than merely sending him a statement. It should be treated with ordinary business courtesy and if the terms and amount are correct, it should be accepted and honored at maturity.

If, on the other hand, there is some error in the draft, the proper thing to do is to request the bank to hold it and communicate at once with the drawer. Should the bank refuse to hold it, the reasons for non-acceptance should be endorsed on the draft and returned through the bank. At the same time a letter should be written the firm, explaining the circumstances more fully.

It is no doubt through sheer carelessness that many merchants neglect these little considerations but the drawer is often caused trouble and inconvenience as a result of this carelessness. If the retailers who are in the habit of disregarding drafts would use a little more consideration, they would save worry in a lot of hard worked collection departments.

KEEPING ABREAST OF TIMES.

It is noteworthy that the demand from retail dealers for vacuum cleaners has shown a marked advance this spring, pointing to an increased desire on the part of the public for this latest addition to the utensils of domestic sanitation. New ideas take hold rapidly nowdays. The luxury of yesterday is the necessity of to-day. People are quick to grasp the possibilities and to enjoy the benefits of new things. Consequently, they have come to realize that it is much more sensible and effective to let a machine do the housecleaning than to have the work done laboriously as of old by one-broom power.

But have hardwaremen as a whole realized fully the importance of meeting the public demand in this respect? There are many dealers still who do not carry vacuum cleaners. The same inertia is displayed in countless other directions. The vacuum cleaner is not the only new article on the market; it is but one in many. Man's ingenuity is continually bringing out improvements on the old established things and the public is not slow to adopt them. It is, therefore, necessary for the retail dealer to keep abreast of the times. He must keep in touch with the advance in ideas and be prepared to supply any demand that may arise. This applies particulatly to the hardwareman, the scope of whose business is almost unlimited.

INTERESTING TURPENTINE SITUATION.

After a prolonged period of unprecedented advances, during which the price reached the hitherto unheard of figure of $1.40, turpentine has begun to recede. It might almost be said that the bottom has fallen out of the market, so sudden and sharp has been the reduction in price. It is difficult to say just what the prevailing quotation is at time of writing but the figure most commonly quoted is $1.20, thus showing a decline of 20 cents in two weeks.

The decline in price has been due to the appearance of new stock on the market. Anxiety to secure the high price led to the market being loaded with new turpentine and, as a natural result, down went the price. The eagerness was then transferred to the buyers, who had previously been refusing to buy at all or had purchased just enough from time to time to satisfy immediate and pressing needs. When the slump came, they literally scrambled for the goods at the low price, the demand presenting a most striking contrast to the apathy which had prevailed before. It is now deemed probable that the activity of the buyers will check, temporarily at least, the downward trend and possibly cause a slight advance for the next week.

OUR ARTICLES ON ADVERTISING.

As advertising has been the great offensive weapon which has been used to extend the operations of catalogue houses, so it is now becoming one of the greatest defensive weapons in protecting the local dealer from the encroachments of mail order competitors.

Hardware and Metal is publishing a series of articles on advertising, which are designed to improve the publicity methods of Canadian hardwaremen as a class, and, already, many readers have expressed their appreciation of the services thus rendered by this paper.

It is our aim to make these articles so intensely practical that no one who reads them can fail to benefit from them. To that end, the co-operation of our readers is invited. They are asked to clip their advertisements appearing in their local papers and send them to Hardware and Metal for review.

This does not mean that they will be simply criticized. That is a very easy thing to do. What we will do, however, is to commend the strong features, point out the weak ones, and recommend such means of strengthening them, as occur to the editor from his many years of practical advertising experience. Our criticisms will be constructive rather than destructive, and our readers are cordially welcome to the benefit of our advice.

POINTED EDITORIALS.

There are several score farmers in your vicinity needing wire fencing at the present time. How many orders have you filled?

Why not secure a share of the large profits which go to the "five, ten, twent" stores? It lies within the power of every hardwareman to do so.

The public drinking cup is being forbidden in many cities. Now is the time for some hardwaremen to invent a convenient kind of cup, which all could carry around with them.

Guelph intends to give the members of the Ontario Retail Association a welcome next year quite in keeping with the name of the city, insomuch as it will be "royal" in every respect.

Winter is beginning "to lag superfluous on the stage" in the opinion of every hardwareman. It is time that it packed up and left to give place to a more agreeable, and business bringing, season.

No depression in the United States metal market can now disturb the activity which prevails here. Canada's industrial expansion is so great that even a temporary setback is highly improbable.

Paint is moving fast nowadays. People seem to be awakening to the fact that it is one of the best kinds of insurance known. It insures against exposure, cold, heat and wind and the ravages of Father Time.

Tin has continued the "uneven tenor of its way" during the past month. On the London market the price has varied from £193 to £173 and back again to £191 in the course of a few weeks.

It is a good idea to houseclean the store at this season of the year. A coat of paint on the front will help a lot and the vacuum cleaner will soon dispose of the dust and dirt, which has accumulated in the store. Neatness is next to aggressiveness in business as a means of success.

After a protracted upward climb, during which it has never once wavered, turpentine is at last on the "downward path." It has certainly broken all records to date, but there are some who believe that the situation has not yet been exhausted of all possibilities and that turpentine still has a few unlooked for developments to present.

The writer saw a splendid window display of tools in an Ontario store the other day but in order to get a glimpse of it, he had to look over a rampart of brooms, mops and step ladders which hedged in the glass. How many passers-by would see anything but the row of brooms, et al? The window might just as well have been empty for all the good it was doing.

Lighting Goods Paid From the Start

The Experience of Westwood Bros., Toronto—They Have Worked Up a Good Business in Three Months' Time—Why Other Hardwaremen Should Handle Fixtures and Supplies—Western Dealer Adopts Good Display Methods.

There are manifold advantages in handling lighting fixtures and supplies in connection with the hardware business. It enables the hardwareman to cater more fully to the public as a home outfitter. It brings new customers and it keeps old ones from going elsewhere for these supplies. And yet many dealers hesitate to take up this line, harassed by doubts as to their ability to handle it and fearing to find it not financially successful.

That there is no necessity for doubt and hesitation is the testimony of Westwood Bros., Queen street west, Toronto, who started to sell lighting goods for the first time three months ago. They took the plunge with some degree of hesitation, as the big departmental stores have largely controlled the lighting fixture trade in Toronto for the past few years. It looked like a stiff proposition but they were impelled to take up the goods by desire to complete their outfitting facilities. They do heating work, plumbing, gas fitting and carry a full stock of hardware. All that was required, then, was to sell and install lighting fixtures; and this they decided to do, in spite of the opposition which they knew they must encounter. As an added inducement they saw that the advent of Niagara power would inevitably increase the demand for electric goods.

Westwood Bros. have now carried the new department for three months and the results have far exceeded their most sanguine expectations. They have already worked up a good trade and have turned over a neat profit. In addition to this they have made many new customers, who are dealing with them for hardware as well.

"We find that it pays to carry an experienced electrician," said E. B. Westwood, to a representative of Hardware and Metal. "He looks after this end of the business entirely and we have had plenty of work so far to keep him busy.

"One objection that we have heard urged to going into the fixture business is that the store needs electric power, in order to show the stock to advantage. We haven't the power in yet and it does not seem to interfere with our sales to any extent. Any hardwareman who has kept out of the business on account of his lack of electric power need hesitate no longer. Possibly, more money could be made with electric light in the store. However, we have been perfectly satisfied so far."

Combination Lights.

Westwood Bros. have found that the most profitable line of all is the combination variety. In cities and towns where both gas and electric light are available, the combination fixture is very much in vogue. This is particularly true in places where the electric current is liable to interruptions.

They have also found that electric irons, toasters, etc., find a ready sale nowadays. People are beginning to appreciate the ingenious household conveniences which electricity has made possible.

Displaying the Fixtures.

It is not necessary to effect a rearrangement of the stock in order to accommodate lighting goods in the store. It would be better if it were possible to use a certain part of the store entirely for the display of fixtures and electrical novelties, but few merchants can afford the space. Westwood Bros. have not done so but will probably arrange to house the goods separate when they can do so without displacing any other stock. The chief advantage in having all the fixtures together is that customers can look the stock over easily and compare different kinds more readily.

Effective Display Measure.

A novel device was adopted by a Western Canadian hardwareman recently. At the back of his store the floor was raised several feet. Half of the elevated section was used as an office. The other half he had fitted up as a fixture show room. Both electric and gas fixtures were installed and connected up so that the light could be turned on at any time. In this way it was possible to show the customer exactly what the effect would be when the fixtures were in use.

Now is the Time.

At the present time, the lighting trade is bound to be brisk. Spring house cleaning operations have revealed the fact in many a household that globes are cracked and that the fittings need to be replaced. When the home is being tidied from top to bottom, the housewife is not likely to allow dusty and imperfect fixtures to remain, thus putting at naught the good work done elsewhere. There is, in consequence, an inevitable demand for new supplies.

The same condition applies with regard to oil and spirit lamps. In the early summer months, summer cottages are opened and the exodus from the cities begins. When man goes on a vacation, he is only too pleased to get away from civilization and all that it means. He desires to go where elevators and push buttons are unknown. Consequently, you do not often find a summer house where electric lights or gas is used. The primeval oil lamp is brought into requisition for use in cottages, club houses, boat houses, etc. Consequently, there is a fairly brisk demand for lamps, beginning about the present time, which the hardwareman should prepare to meet.

Electrical Accessories.

There is a long list of electrical goods and accessories which any hardwareman could handle with profit. Among the different lines might be mentioned bells, push buttons, irons, toasters, dry and wet batteries, knobs, rosettes, cleats, switches, drop cords and light bulbs. Goods of this description carry a good profit and are not hard to handle. They can all be stored conveniently on the shelves and can be sold by any member of the staff.

Monthly Meeting of B.C. Association

Twenty-Eight Members Present and Important Matters Discussed—Setting Retail Price on Sash Weights—Members Anxious to Tender on City Supplies.

Vancouver, B.C., April 19.—The last monthly meeting of the B. C. Hardware Dealers' Association was the best yet held, 28 members being present, and all taking a keen interest in the discussions. Topics bearing on the trade were taken up and action taken. Among those present were: President H. C. Martin in the chair; vice-presidents Blakely and Paine, retiring president Kirk, secretary-treasurer, R. D. Dinning, directors Bryson, Portier, Moscrop and Snell, and Messrs. Burnham, Clark, Gunn, Hoag, Kydd, Latimer, Owen, Brice, Robinson, Stearman and Wharnock; Messrs. Elliott and Wilson, representing McLennan, McFeely & Co., W. G. Mackenzie, of Wood, Vallance & Leggat, and Mr. Pennington, of Champion & White, dealers in builders' supplies.

The secretary reported on the result of an interview with Ross & Howard and the Vancouver Stove Works in regard to having a retail price set on sash weights. After discussion as to how the retail price might be regulated, the matter was referred back to the executive for further report at the next general meeting.

Relative to the complaint that nails were being sold for $3 a keg by dealers other than hardware men, it was decided that the secretary write the Wholesale Hardware Association notifying them that, in order for the Association to stay with local jobbers, a price of $3 base was insisted on, with B. C. extras, to everybody outside the retail association west of Mission Junction.

The recent cutting on the price of powder was taken up, and Mr. Paine, one of the committee appointed to interview the powder company, reported that the Hamilton Powder Company had promised to regulate the retail selling price and also agreed to cut out any re-

tailer who did not stay with the price. Representatives of the wholesalers present claimed to have received no such notification from the powder company, but were prepared to stay with any arrangements made toward having the price maintained. The following resolution was moved in the matter: "That the secretary write the Hamilton Powder Company regarding the committee's recent interview and request that they confirm the arrangement arrived at and advise the Wholesale Hardware Association accordingly.

The question of tendering for the supplies to the city was also thoroughly discussed. The retail merchants would like to have a chance at this business, and it was moved that the grievance committee meet the wholesale hardware association and see what arrangement can be arrived at as to the price to be charged the city for supplies.

The price on saws was another subject, and it was decided that the grievance committee should interview the different manufacturers in an endeavor to get them to place a retail selling price on their saws.

Mr. Pennington brought up the question of some so-called paint shops being supplied with paints at the same price as the retail merchants. Champion & White were the local agents for Berry Bros.' varnishes and they were prepared to cut out this class of trade and regulate the retail selling price. Messrs. Owen and Fortier were requested to wait on Champion & White to arrange a retail selling price on these varnishes, and report at the next meeting.

The recent rise in the price of turpentine was dicussed and in view of the fact that a number of substitutes were being placed on the market it was decided that the price be left open.

The price of horseshoes was increased as follows: One to nine kegs, $4.95; ten kegs or over, $4.65; fifty to one hundred, 5½ cents per pound; less than fifty, six cents per pound.

Messrs. Owen, Kydd and Wharnock were appointed a committee to wait on the Builders' Material Supply Association relative to having lien notices effectively put into force. This action was taken after Mr. Pennington had reported that the Association had stated that it was its intention to issue a notice in the daily papers that lien notices would be served with all supplies in the future, and requested the co-operation of the Hardware Dealers' Association.

Mr. Kirk submitted a report on his recent trip to the convention at Peterboro, which was listened to with interest. As the hour was late the report was only received and discussion arriving out of it will take place at the next meeting to be held in May.

A. E. Fee, Killam, Sask., is making improvements to his hardware store.

Bradshaw & Anderson have opened a stock of hardware and implements at Imperial, Sask.

Small Goods Department is Valuable Feature

Many Hardware Stores Have Established 5, 10 and 15 Cent Branches—Patronage of the Ladies is Secured by That Means —Equipment Required is Neither Expensive Nor Bulky.

Hardwaremen sometimes complain of the opposition of departmental houses and the 5, 10 and 15 cent stores. Instead of complaining, would it not be better to take a leaf out of the book of the opposition and adopt somewhat similar methods to get the trade.

The sale of small goods, costing from 15 cents down, is not only remunerative in itself but serves as a means of attracting trade. Quite a number of hardware stores have adopted this plan and have made a "novelty counter" or "small goods counter" one of the regular departments of the store.

There are a great number of articles which the hardwareman sells at 15 cts. or lower. Most of them are of small bulk. Why not put them altogether in one part of the store or on one counter? It is practically impossible to show the price of all goods in the store in placards or cards of sufficient size to be noticeable; this is only possible where goods, selling at one price, are grouped together. Low-priced artticles are apt, therefore, to be overlooked by customers when they are scattered promiscuously throughout the building. But put them together, on one table, place a good sized placard with the words printed in bold type "All goods here selling at 15 cents," and practically every customer who enters will look the supply over. The assorted nature of the stock has almost as much to do with creating sales as the price.

If an assortment of nutmeg graters, for instance, were placed on a shelf, together with other goods of a more bulky nature, they could easily be overlooked. But if placed out with articles of a like nature on a "small goods counter," not one lady customer in ten would miss seeing them.

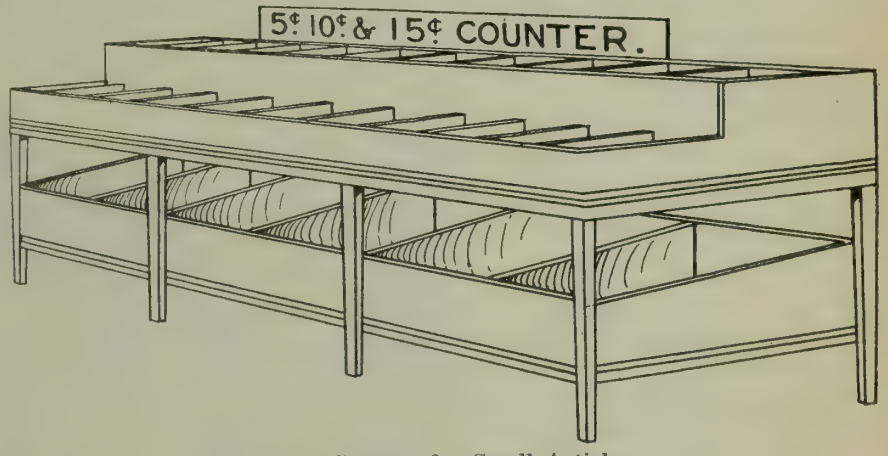
Attracts Lady Customers.

The interest which a department of this kind has for the lady customer is one of the chief points in its favor. As a general rule, ladies do not shop in hardware stores as much as the hardwareman would like. They seem to consider that purchasing hardware supplies is man's sole prerogative, just as buying dry goods is essentially woman's. But they flock to the 5, 10 and 15 cent stores.

Ir has been found that the carrying of a novelty department gives the hardware store an interest for women. They learn that bargains are to be secured there, as elsewhere; and they become regular attendants. It is not exaggerating to say that many dollars' worth of goods of the 5, 10 and 15 cent variety could be sold to the average woman customer every year. In addition, there is the opportunity presented of interesting her in larger articles such as stoves vacuum cleaners, washing machines, etc.

The Necessary Equipment.

In starting the department, it is generally wise to give up sufficient space in the centre of the store for a table or rack, to be used to display small goods only. The accompanying illustration shows a style of rack very largely used. The smaller articles are displayed in the upper sections, classified according to price. Larger goods are shown in the lower bins.



Suggested Counter for Small Articles.

The price of a fixture of this kind would be very small. In fact, a competent carpenter could put it together in a few hours' time, and the space occupied is quite small.

Advertising Necessary.

To make a success of the new department, it would be necessary to do a certain amount of advertising. This, coupled with good window displays, would create the required initial interest.

TO ERECT STEEL PLANT.

The Western Steel Corporation has purchased 2,000 acres of land with 17,000 feet water-frontage on the Fraser River, and will survey it as a townsite and erect a large steel plant in the course of the next three years at an expenditure of about $5,000,000.

HARDWARE TRADE GOSSIP

Ontario.

Hugh McLean and John Currie, of Crysler, have opened up a large hardware store at Finch.

The hardware business of R. E. McKay, hardware dealer and plumber, Toronto, is advertised for sale.

Steel and Radiation Ltd. are building a large plant at St Catharines. Construction work is already under way.

W. G. Colville, sr., of Fort William, and Robert Horne, of Sudbury, were in Toronto, this week on a buying trip.

R. P. Butchart & Bros., hardware merchants, Owen Sound, will erect a two storey block on Second Avenue east, this spring.

Gordon Whaley, of the office staff of Cochrane Hardware Ltd., Sudbury, has resigned his position, and will go to Montreal.

P. Bourrie is building a store at Port McNichol, for the purpose of carrying on a hardware business. It will be opened in a few days.

The Geo. Taylor Hardware Co., New Liskeard, in the last edition of "Taylor's News" advertise, among other new lines, burlap and wall paper.

Johns & Miners, of Alvinston, have disposed of their hardware business to J. E. Hussey, of Melbourne, who is to take possession on or about May 1.

The St. Mary's Hardware Company has installed a cyclone suction fan in the Wood Specialty Company's factory for clearing the air of sawdust and shavings.

Harland Brothers, Clinton, have disposed of the workshop end of their business, that is, the tinsmithing and plumbing, to R. S. Byam and J. A. Sutter, of Stratford.

The business men of St. Jacobs, Winterbourne, Conestago and West Montrose, have decided to close up at 6.30 on Monday, Tuesday and Thursday evenings after May 1.

S. Byam and J. Sutter, of the J. R. Myers Hardware Co., Stratford, have purchased the hardware and plumbing business of Harland Bros., Clinton. They take possession on Monday, April 24.

The merchants of Cornwall are holding a library voting contest. Among those entered are Alex. Jarvo, John G. Hunter, G. R. Phillips, W. H. Skeith, H. Pitt and D. E. Kennedy, all hardwaremen.

McPherson's hardware store at Prescott was burglarized Monday night, and so far no trace has been found of the guilty parties. The loot secured includede the day's receipts, revolvers, cartridges, knives, razors and other articles.

William Turnbull and Thomas Higgins, employed by W. H. Turnbull, tinsmith, Brantford, were injured on April 15th by the collapse of a scaffold on which they were working. Turnbull sustained a gash in the head, while Higgins was injured about the back.

Part of Colborne's business section was wiped out by a disastrous fire, which is supposed to have been started by burglars in the Express printing office and the Bank of Toronto. The loss will be near $25,000, and among the sufferers is Sam McClacken, hardware merchant.

W. B. Gillespie, formerly a retail hardware dealer on Dundas Street, London, has joined the Ontario traveling staff of Brandram-Henderson. He is making London his headquarters and, from that point, is covering a part of Western Ontario. Before going into business for himself, Mr. Gillespie was for 8 or 10 years with the Hobbs Hardware Co.

By the will of the late Charles Champion, retired hardware merchant, Brantford, who died on Sunday night, the sum of $45,000 is to be divided among local religious and charitable institutions. The bequests are: Brantford Y. W. C. A., $10,000; Brantford Y. M. C. A., $10,000; Brantford Widows' Home, $5,000; Brantford House of Refuge, $5,000; Children's Aid Society, $5,000; Brantford Salvation Army, $5,000; John H. Stratford Hospital, $5,000.

W. C. Wood, proprietor of the Gurney-Oxford stove store, London, sustained serious loss of Sunday, the 16th, when the confectionery store at 117 Dundas street, which he purchased not long ago from John Friend, was gutted by fire, and contents destroyed. The damage is estimated at $3 500, with insurance of $2,200. The building is owned by J. S. Stewart, of Toronto. Mr. and Mrs. Wood had to escape hurriedly onto the roof through a trap door, so much headway had the fire gained when discovered.

Charles C. Lee, Goderich, made a striking Easter display in his largest window for the holiday. Wire netting enclosed about ten improvised hutches of rabbits, big and little, long and short-haired, white, black and brown. One hutch held a litter of young bunnies, and the window was a great centre of attraction. A. H. Killing seed merchant, Stratford, followed the same idea, and had a couple of score of assorted rabbits loose in one of his windows. In neither case, however, was there any follow-up of the advertising value of the exhibit by a display of goods.

Quebec.

Geo. Caverhill, of Caverhill, Learmont & Co., Montreal, spent Easter in New York.

Napoleon Lefebvre & Hermas Herron, have been registered as hardware dealers in Montreal.

William Abbott has joined forces with Alex. Woods in the sale of William Jessop & Sons' high speed steel.

Messrs. A. A. Tritsch and A. F. Collins, of the International Distributing Co., have returned from New York after attending a convention of the Ever Ready Safety Razor Co.

The firm of Hopkinson & Combs, North Hatley, have bought out the hardware, tin and plumbing business of J. O. Brousseau. They have secured a large number of plumbing contracts.

Maritime Provinces.

Spurred on by the success of their initial word contest, Morton and Cragg, Halifax, are now offering $10 worth of sporting goods to the person who makes the most words out of the letters s-p-o-r-t-i-n-g g-o-o-d-s.

Western Provinces.

The Imperial Oil Co. will enlarge their Winnipeg plant.

Crossley & Johnson, Oxbow, who were burned out recently, will rebuild.

Johnston & Everitt have opened a hardware store at Mannville, Alta.

Howard Stevens has started a hardware business at Valley River, Manitoba.

Laut Bros. have started in business in hardware and groceries at Crossfield, Alta.

A. K. Helliwell has bought the hardware business of J. W. McDonald, Mortlach, Sask.

A meeting of the tennis club of Elbow, Sask., was held at Radcliff's hardware store.

Baker and Nerison, hardware dealers, of Champion, Alta., have dissolved partnership.

Smith and McLaren, hardware dealers, Yellow Grass, Sask., have dissolved partnership.

W. J. Mackay, hardware and furniture dealer, Midale, Sask., has sold to W. J Gyles, Virden, Man.

Brandt & Funk, hardware and implements, Drake, Sask., have been succeeded by Isaac & Janzen.

The hardware business of S. M. McKinley, Ninga, Man., is reported to have been sold to A. F. Johnston.

The lads af Radville, Sask., met recently in the Radville Hardware store, and organized a junior baseball club.

Copp, Sons & Co., dealers in stoves and furnaces, Winnipeg, will erect a brick building to replace the one they now occupy.

E. Troughton, hardware and furniture dealer, Lumsden, Sask., is enlarging his store premises. He is building an addition to the rear.

Rick Gyles, Virden, Man., has gone to Midale, Sask., where he will take charge of a hardware business recently purchased by his father.

Things are brightening up in Elko. The Agnew-McBain Hardware Co., are painting their new store.—Elko news in Cranbrook Herald.

Miss Laura Grundy, Duck Lake, has accepted a position in the hardware store of O. B. Manville, hardware merchant, Prince Albert.

H. S. MacGachen & Co., Whitehood, Sask., are advertising the fact that they are disposing of their stock of wall paper and paints at cost.

A safety razor traveler named Louis F. Gates, was arrested at the Alberta Hotel, Calgary, on a charge of getting between seven and eight thousand dollars under false pretences.

C. Worden, formerly a resident of Weyburn, Sask., is now engaged in the hardware business at Rouleau. He purchased the business of McGillivray & Montgomery, and took possessian on February 1.

A glass factory costing $100,000 will be established at Medicine Hat. Among those interested are: D. C. Cameron, James Savage, John McGavin and William J. Moran. These gentlemen are now interested in the manufacture of glass at Beausejour, Man.

News and Methods of Canadian Hardwaremen

St. John Firm Erect Lighting Post in Front of Store — A Novel Sporting Goods Window—A Western Hardware Store.

AN ORIGINAL WINDOW.

Toronto.—A novel idea has been introduced in a sporting goods display shown in a window of the retail store of Rice Lewis & Co. The window is cased in at the back, the casement being divided into three sections. The middle section has been taken out and a canoe has been shoved into the window through the space thus provided. Only about one-third of the canoe can be seen from the front, as it has been tilted up at the back, thus hiding from view all but the part that is actually in the window. In the canoe a complete angler's outfit has been placed.

The rest of the space in the window has been given over to a display of fishing supplies. The effect of the window is distinctly novel and it is calculated to interest every lover of outdoor sports.

WESTERN HARDWARE STORE.

The accompanying illustration shows part of the interior of R. F. Sanderson's hardware store at Alix, Alberta. Mr. Sanderson is one of the largest hardware dealers in the West, having worked up a splendid connection during the years that he has been in business. At the present time, he employs a staff of seven men and a boy.

The store is large and roomy, and is well fitted up. Mr. Sanderson believes in permitting the light to penetrate to all parts of the store, for he does not have goods suspended from the ceiling. A neat metal ceiling adds to the brightness of the shop. A large stock of shelf hardware is carried and there is also a good paint department in connection with the store.



Part of the Interior of the Hardware Store of R. F. Sanderson, Alix, Alta.

NOT DAUNTED BY FIRE.

Thessalon, Ont.—Bridge Bros., dealers in hardware, were the victims of a fire which swept part of the business section. The fire was first noticed about 7.30, and for a time it looked as though the whole business on both sides of the street would be wiped out. Merchants were getting their goods out but the firemen, despite heavy odds, finally got the blaze under control. The losses to Bridge Bros. and Cavanagh, druggist, will be heavy.

Bridge Bros. are not allowing the fire to check them in their business operatians. In the April 7th issue of The Thessalon Advocate, they had a good-sized advertisement of their stock of baby carriages. The ad. had been written before the fire occurred, but it was inserted just the same with a note to the effect that the greater part of the carriages were undamaged, and that bigger bargains than ever would be obtainable. ...

BUSINESS OPENS UP WELL.

Harris, Sask.—Trade conditions are good here. Business has opened up well, particularly in shelf hardware and paints.

M. F. Miskelly, having resigned his position in Hopper's hardware store, left on Wednesday for North Battleford where he has accepted a position with the Prince Supply Co. Since coming to Harris about a year ago he has made many friends, all of whom were sorry to see him leaving. He will be greatly missed in sporting circles.

EXPECT A RECORD YEAR.

Winnipeg.—Retail merchants throughout Western Canada are doing good business and all look forward to a record year. Incoming settlers are of the more desirable type and come with enough money to carry them long enough to get well set up in the farming business. All parts are receiving their share of settlers and hardware men will get a goodly share of the money to be spent.

J. H. Ashdown is expected home this week from his annual sojourn in the south. In all probability the new warehouse building will be started immediately upon his arrival.

Geo. Williamson, formerly of Lewis Bros., Montreal, comes east to take a position with Miller, Morse Hardware Co.

ST. JOHN DEALERS LIGHTING UP.

St. John, N.B.—The firm of T. McAvity & Sons, hardware dealers, have taken the initiative in providing more light in the business district and at the same time introducing a very attractive advertising device in front of their store on King Street. On the edge of the sidewalk, directly in front of their stores, the firm have erected a very neatly designed ornamental lighting post, of their own manufacture.

At the time of the Dominion exhibition, held in St. John last fall, King Street as well as a number of other streets were lighted with extra strings of incandescent lamps, forming a "Great White Way" from the Union depot to the exhibition grounds. An effort was made at the close of the exhibition to have the lights continued in the business section, but some of the merchants objected to the extra cost, and the project was abandoned. Recently Messrs. McAvity undertook the making of ornamental lighting posts in their foundry here, and the one erected last week is the first turned out.

It is made of cast iron and is about thirteen feet in height, with four hanging glass globes and one upright globe. The hanging globes are twelve inches in diameter and the upright one is sixteen inches. It is lighted with five 100 watt Tungsten lamps. The main column is corrugated and the arms at the top are square. Since the installation of this post several other firms on King Street have been considering putting posts of similar design in front of their premises, so that the street may again present the brilliant appearance that it did during the time of the exhibition last year. The upright globe contains the firm's name painted in black on the frosted globe.

Messrs. McAvity intend to have the lamps lighted every night. They are governed by a time clock in the store which will automatically light and extinguish the lamps. The firm are now figuring on a contract of 200 of these lights for one of the large western towns.

CONVENTION OF HARDWARE MANUFACTURERS.

The American Hardware Manufacturers' Association will hold their twentieth annual convention at San Antonio, Texas, from Wednesday to Friday of next week. The Southern Hardware Jobbers are to convene in the same city, at the same time, and elaborate preparations have been made to give all the visitors to both conventions a good time. A special train will convey the northern members of the association to the convention city.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52

MARKETS IN BRIEF.

Montreal.

Turpentine.—Reduction noted.
Antimony.—An advance made.

Toronto.

Turpentine.—10c to 15c reduction.
Tin stronger.

MONTREAL.

Montreal, April 21.—Antimony presents a feature this week in the metal market by an advance of ½ cent a lb. in the local quotation. It is stated that the prevailing price is hardly known, but that 9½ cts. is a fair figure. The reason given is that those behind the antimony market are apparently not dealing through their local agents, at least to a certain extent and for quotations local houses have to wire for quotations, etc., direct. At any rate through the manipulations of those in control the price is advanced, but the general market feeling is not much improved. Copper is reported weaker, apparently the supply being a little too far ahead of the demand. Demand for it is fairly good, but as has been stated the supply has been heavy. Tin has been irregular and slightly weaker. The opinion is expressed that it is likely to firm up again within the week.

Pig Iron.—It has been said that metals are a little quiet at present for the reason that buyers are holding off until the opening of navigation which is expected within the next week or or two. With regard to pig iron the opening of water routes is bound to brighten business. Furnaces are reported busy with conditions practically unchanged. Activity among the foundries is stated to be on the increase and is welcomed. Future prices, on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Tin.—The market is still unsettled. After dropping in the primary market the price began to go up again, but it is a question whether any effect will be felt on this side of the Atlantic, as tin has been rather weak. Tin sheets are reported still scarce.

Copper.—The copper market is slightly weaker according to local sources. The consumption of copper has been good, but the output has been heavy. The market is reported a little quieter.

Other Metals.—Lead continues dull and steady. There has been an improvement in enquiry of late, but the market is not materially changed. Spelter, likewise, is practically in the position it occupied a week ago. It is a little firmer but otherwise quiet.

Scrap Material.—There is fair demand for a number of lines of scrap metals with prices unchanged, as follows: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, April 20.—There is a good healthy tone to the metal markets locally. Orders are being received in large number and for large bulk. The dullness reported on the other side of the border certainly has not spread this far. Metal men are not at all apprehensive that the active state of the Canadian market will be superseded by duller conditions, either now or later on.

There are few developments in the matter of price this week. Tin is a little firmer and it is reported that there are indications of another advance in antimony. Outside of this, everything has been quiet during the past week.

Tin.—Considerable interest has been shown in tin. A strengthening, tendency has developed and, whereas last week the price ran from 43c to 45c, the lowest quotation now heard is 45 cents. There has been a steady demand. In fact, tin has been uniformly good since the first of the year, the constant fluctuations not having in any way interfered with the local consumption. There is every reason to believe that tin will continue active, no matter what developments in the matter of price are reported from London.

Antimony.—Rumors of another advance in antimony are heard but so far nothing has transpired here. In fact, it is doubtful if any developments on outside markets could change the local situation. The antimony market here is lethargic and the present demand almost nominal, so that little interest is displayed in price tendencies.

Copper.—The situation is unchanged with respect to copper. Locally, the demand is very heavy, with prices standing firm. The trend in the United States is downward at present. The Metal Market says: "Our market which continues dull and weak has not been helped today by the fresh weakness that has developed in the stock market, and there are no signs that any business could be done except at a further concession in prices. At 12 cents delivered there are buyers for May, June Electrolytic, but that is a price that no one has yet felt inclined to accept and possibly the tonnage involved is not a sufficient inducement to the producers to lower their prices."

Aluminum.—A large amount of aluminum has been sold this year. Aluminum is now entering largely into industrial operations and a big demand is developing. The local price for ingots is 20 cents a pound.

Plates and Sheets.—Good business is being done in plates and sheets and prices are remaining firm. It is estimated that the amount of business done so far this year has been in excess of the volume for the same length of time during 1910. Stocks are still rather lighter than could be desired.

Pig Iron.—The demand locally is developing steadily and a good volume of business, for this time of year, is now being done. Prices remain firm as follows:—Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20.00 and $22.00 respectively.

Lead.—There is not a great deal of activity in lead. Buyers are purchasing mostly from hand to mouth. It is believed, however, that the near future will see better things. The price, in the meantime, remains stationary.

Spelter.—Conditions here reflect the state of affairs on the American markets. Spelter is in small demand. This is rather surprising to those who follow the spelter situation closely in the United States as it was thought the market would respond to the agreement made by Joplin producers to curtail the production.

Old Materials.—Quotations to-day are: Heavy copper and wire, 10c; heavy red brass, 9¾c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steeel, $6 to $7; stove plate, $13.

TO MAKE "YALE" GOODS IN CANADA.

For some years past, the Yale & Towne Mfg. Co., whose officers are in New York City, and main works at Stamford, Conn., have had under consideration, the establishment of a branch plant in this country, to look after their Canadian business.

They have now definitely decided to create such a plant, and announce that they have selected the city of St. Catharines, Ont., as its location. They have secured a suitable site in that city, and will immediately commence the erection of the necessary buildings, which they expect to have ready for operation early in 1912. A subordinate organization under the name of "Canadian Yale & Towne Limited," is in process of formation, which will conduct the business of the Canadian plant after the latter begins operations.

It is stated that the new plant will be complete in every particular, the firm's experience of forty years at Stamford, Conn., standing them in good stead. The products of the new factory will be identical in design, materials, and workmanship with those of the Stamford plant.

EX-BANKER ENTERS BUSINESS.

Grimsby, Ont.—G. G. Bourne, formerly manager of the Bank of Commerce branch at Canora, Sask., has resigned his position, and will start in the hardware business here with his brother. Mr. Bourne was manager at Canora for about seven years, and was very active in public affairs

HARDWARE MARKETS

MONTREAL.

Montreal, April 20.—April is likely to show a deficit in its figures when compared with the business that was done during the same month a year ago. Thanks to the weather, outdoor activities have not had the opportunities that were presented in 1910 when April and March, too, opened spring much earlier than usual. However, there is a fair business passing, although wholesalers are depending but little on the local demand. Practically all find that this latter trade is quiet, although beginning to reach fair proportions. Bad roads and a late opening of spring-like weather has been responsible for the slowness noticed here. The feeling withal is optimistic, and while orders are coming in fairly well, there is still room for the improvement that is expected.

Kitchen utensils have been moving nicely, painters' and builders' supplies are also in good demand, wire fencing and poultry netting are receiving a large share of attention. Fishing tackle might move a little more briskly, but sporting goods as a whole are now moving freely.

Household Utensils. — The movement in this line is steady and has shown some improvement. At this season household utensils are much sought after. Kitchen goods, ladders for housecleaning, ice cream freezers, washing machines, etc., are all included in the general orders coming in. Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt, $2.05, 4-qt. $2.50, 6-qt. $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines, from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25, less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs, $5 per cwt.

Spring Lines.—Business is steady in this department. Jobbers report an improvement in the demand and conditions are beginning to assume their usual proportions for this time of the year. Lawn mowers are in good demand, and other similar spring lines are favorites just now. Wholesalers report that this department has been giving a good share of trade. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamps, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Sporting Goods. — Baseball supplies are moving briskly and will likely continue to move in that way for some time yet. Fishing tackle has been a little slow, although others hold that it is quite up to the average. With the opening of the fishing season approaching, business should assume normal proportions. Already several windows of fishing tackle have been seen in Montreal. Guns are moving easily, with the Western trade increasing their enquiries. This promises to be a good year in the Western demand for arms, last year being quiet following the depression of the previous year.

Wire.—Fencing wire and poultry netting are being freely asked for. Wire netting of all kinds is in good demand, and from the number of orders it may be taken for granted that the activity in fence-building is considerable. Present prices are:—Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.272½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Heavy Hardware — There is steady business in heavy hardware. Prices are unchanged. Orders for heavy goods are numerous. Some discounts are: on carriage bolts, ⅜ and less, 70 per cent; coach screws, 75 per cent; stove bolts, 80 and 7½ per cent.

Contractors' Supplies.—An increased demand for practically all lines of contractors' supplies is evident. The beginning of activities among the building trade locally and in the district is welcomed, and the rest of the country is contributing a large share.

For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is promising.

TORONTO.

Toronto, April 20.—The weather still handicaps business in hardware lines but there has been, nevertheless, a marked improvement during the past two weeks. The demand has not yet reached to full spring-time proportions and will not do so until spring gives more convincing proof that it has come to stay. It requires a continued spell of mild balmy weather to get men interested in their gardens and in outside work generally. Consequently, the retail trade has not yet really started in seasonable goods and the demand on the wholesalers has been lighter than might have been expected at this season. No complaints are being voiced, however, as the wholesalers have been reasonably busy and now have the prospect of an exceptionally brisk business as soon as warm weather sets in.

Seasonable Lines.—Larger orders are now being received for all spring goods. Rakes, hose, spades, axes, lawn mowers, sprinklers, nozzles, wire fencing, etc., are all moving well. The number of enquiries received augur well for a still more active demand in the course of the next two weeks. Summer goods are not selling very much as yet, but sufficient orders are being received to indicate that there will be a healthy demand for window screens, wire netting, ice cream freezers, refrigerators, etc.

Household Goods.—There has been a heavy call for all varieties of tinware and graniteware. In fact, it is quite apparent that the house-cleaning and moving season is in full swing. Not only has there been good business done in such necessary articles as stepladders, mops, pails, brushes, picture wire, tacks, hammers, and carpet stretchers, but the demand for household supplies of all kinds has been heavy, showing that household "sorting up" has been started. After spring house-cleaning, the thrifty housewife learns of many needs and finds a variety of articles which need to be replaced. There is a good demand as well for staple household goods such as pots, pans, kettles, cookers, small culinary articles, meat choppers, washing machines, etc. A noteworthy feature is an increase in the number of vacuum cleaners sold.

Builders' Hardware.—In no department has the improvement in trade been more noticeable than in builders' hardware. Building operations have been going ahead, despite the weather conditions and consequently the hardware dealers have been losing no time in stocking up. It will be some time before many buildings are in a sufficiently advanced stage to create an active retail demand but the wholesale orders received are pretty good evidence of the fact that the retailers are anticipating a splendid volume of trade.

Heavy Hardware.—There has been a uniformly steady movement in all lines of heavy hardware. Nuts, bolts, screws and wire are in firm demand. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—The gas stove trade is now perhaps at its very heaviest stage. There is a big demand and the manufacturers are experiencing quite as busy a spell as they care for. Large shipments are now the order and it is quite apparent that dealers are preparing for a very brisk demand. Ranges are also quite active at the present time. Furnaces are starting to move but the building season will have to be further advanced before the call becomes very brisk.

Sporting Goods.—The demand for all kinds of sporting supplies has been quite satisfactory. Sales in the rifle and ammunition line are confined largely to trap-shooters' supplies, although the gun clubs are beginning to show activity in some parts. Baseball goods are now in active demand and the same can be said for practically all field sport supplies. A touch of real spring weather will bring the sporting goods business to the top notch.

CORRECTIONS.

In the advertisement of the Brantford Cordage Co., in the spring special number of Hardware and Metal, four letters were dropped from the words "who sell." The advertisement was prepared correctly by the Brantford Cordage Co., and the fault was entirely ours. It was unfortunate that a printer's error should have crept into this advertisement.

The Western Hardware Market Situation

Trade Conditions Continue Good—Snowstorm Serves as a Temporary Setback, But Weather Conditions Have Since Improved —Turpentine Shows Large Reduction.

Winnipeg, Apr. 17.—Trade conditions continue good, with a promise, since the recent fine rains, of exceptionally brisk times hereafter.

Retailers all report trade good, with many inquiries for later work.

Builders are getting busy, and already many new houses are under way. Help is plentiful, and wages continue high in all lines.

Merchants will do well to protect themselves on screen doors, netting, etc., against a rush later on.

During the past week copious rains fell throughout the West, followed by a heavy snowstorm. The weather now, however, is mild, and seeding will be general this week.

Grain men are very optimistic, and look for big returns this fall.

In general hardware, every line is moving out well. Cutlery is being bought in better quality than previously, showing that money is easier. Western travelers are all out, and report a favorable volume of business.

Some price changes have occurred during the past week. In horseshoes "M.R.M." and "Bell," No. 2 and larger, are now quoted at $4.65, a reduction of $1.00.

Barbed wire per 100 lbs. has increased from $2.95 to $3.05, while plain twist has gone from $3.25 to $3.40. Plain galvanized wire, on the contrary, shows a decrease in some lines. No. 9 now stands at $2.90 instead of $3.10 as formerly, and No. 12 is $3.10 instead of $3.20.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts 77½.

Bar Iron—Bar Iron $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c pre lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware— Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½oz., $4.80; Queen's Head, 26, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers — Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾-in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope.—Sisal, 8¼c; pure manila, 10¾c; British manila, 8½; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — 1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire — Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $2.90; No. 10, $3.60; No. 11, $3.70; No. 12, $3.10; No. 13, $3.40; No. 14, $4.25.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

There is a brisk movement on the paint and oil market and trade is reported to be thoroughly satisfactory. Orders now are for large quantities mostly.

The feature of the market has been the slump in turpentine, which receded 10 cents this week, making the present price $1.30 per gallon in barrels.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c.; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rose, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

LARGE PAINT TRADE IN WEST.

Reports from Hardware and Metal's Winnipeg office indicate that there is a very good tone to the Spring paint trade in the West, and that the demand is gradually increasing. The wholesalers and jobbers of Winnipeg have been shipping these goods in large quantities.

As an instance of how the business is going, it may be said that very recently the Winnipeg Paint and Glass Co. shipped at one time two carloads of mixed paint and finishing materials, one to Carter & Bailey, Moose Jaw, and the other to the Saskatoon Hardware Co., of Saskatoon.

This is an evidence of what is being done all over the West, and retailers are evidently emphasizing the point that paint is not a luxury, but a necessity. Dealers are conscious, also, that they can do a great deal towards building up their home town by beautifying and preserving the structures within its boundaries.

Although Winnipeg prices are very firm, there is no abatement in the ordering, and all wholesalers at that point anticipate a very good season.

Pay Attention to Interior Varnish and Stain Trade

In the Spring There is a Heavy Demand for These Lines—The Effectiveness of Circular Advertising Demonstrated.

Many paint dealers are prone to pay attention almost exclusively to outdoor paints at this season of the year, forgetful of the fact that spring is the best time for the sale of interior varnishes and stains.

April and May are moving months. It is then that the migratory spirit commences to make itself felt. People who are dissatisfied with the house they are living in, almost invariably select the spring as the most suitable time to look for different quarters. Leases are generally so dated that they expire in the spring.

When a family moves into a new house, the need for interior paint is immediately felt. The rugs leave margins around the sides of the rooms, the hall floors get scraped with the moving and the family do not feel "settled" until floor stain has been bought and applied. Then there is the need of a stain or veneer to brighten up the furniture, which necessarily accumulates a liberal supply of scratches in the moving.

But the paint dealer does not have to depend upon the families which move to sell his stock of interior varieties. With those who do not change quarters, house cleaning time takes the place of moving. Everything is taken up and the place cleaned from top to bottom. Before she feels that she has really done her duty, the housewife has to have everything shining and bright as a new dollar. To make this possible, it is found necessary to lay in a stock of paint and touch up the floors, woodwork and furniture, wherever the need is shown.

It follows then that the spring is the busiest time of the year for varnishes and stains of all kinds and the hardwareman who shows that he possesses the three G's (ask Pres. R. C. Chown for further particulars) in the way that he handles this department will be amply repaid.

The Circular Plan.

To sell this class of goods, the circular plan always proves effective. A neat little booklet sent around to the house is a sure way of advertising the excellence of your wares. It is hardly necessary to create a demand; at this season of the year, the demand creates itself. It is, however, necessary to get in ahead of the other fellow and the circular does this for you. It is, perhaps, wisest to address it to the lady of the house. This makes it certain that it will be opened. The good woman will most certainly have been thinking of paint every time that she has noticed how bare and worn the floor looks around the outside of the rugs. The circular will therefore have an interest for her and she will almost certainly read it through. If the writer has done his work with any degree of skill, it will not be many days before some member of the household drops in for a supply or varnish and stains.

It will not be going too far to adopt an "outside salesmanship" campaign to get business in this line. During housecleaning time, the household is so upset that it may be impossible for any member of the family to find the necessary time to go down town and buy a supply of paint. If one of the store staff were to make a series of calls, he would doubtless secure many orders which would not otherwise have been placed.

PAINT WINDOW IN SHELBURNE.

It has often been remarked in these columns, that a paint window with real selling value is a difficult thing to produce. Of course, it is not hard to arrange a number of cans of paint in such a manner as to make an attractive display—one that will create interest, and call the attention of passers-by to the line of paints carried. And, certainly, a window of this kind will be bound to sell some of the products it displays.

However, a can of paint, or a pyramid of such cans, will not produce exactly the result, on the mind of the prospective buyer, that the dealer wishes to create. It is not likely to awaken in him a lively desire to buy the paints, for the simple reason that it does not show what the paints will do. The great point in selling paint is to convince your prospects that they need paint. For that reason, the protective and decorative qualities of paint should be brought out as strongly as possible.

Various expedients have been adopted by window dressers to bring out this idea. A great many are, this season, making use of posters and stickers which are furnished by the manufacturers, and which show the paint being applied to houses, floors or interior woodwork, or, sometimes an assortment of colored prints are used, showing the appearance of house exteriors or interiars after the paint has been applied.

These plans are excellent, as they help to put the paint propostion more vividly before the mind of everybody who sees the window. He can see ideal color schemes as they would appear on the job, when completed. He mentally draws a picture of how the same color harmonies would appear on his own house, or in his own rooms. It gets him thinking about the advisability of using some paint to improve the appearance of his property or to protect it against decay. It puts the paint germ into his system, when a methodical pile of cans might fail to do so.

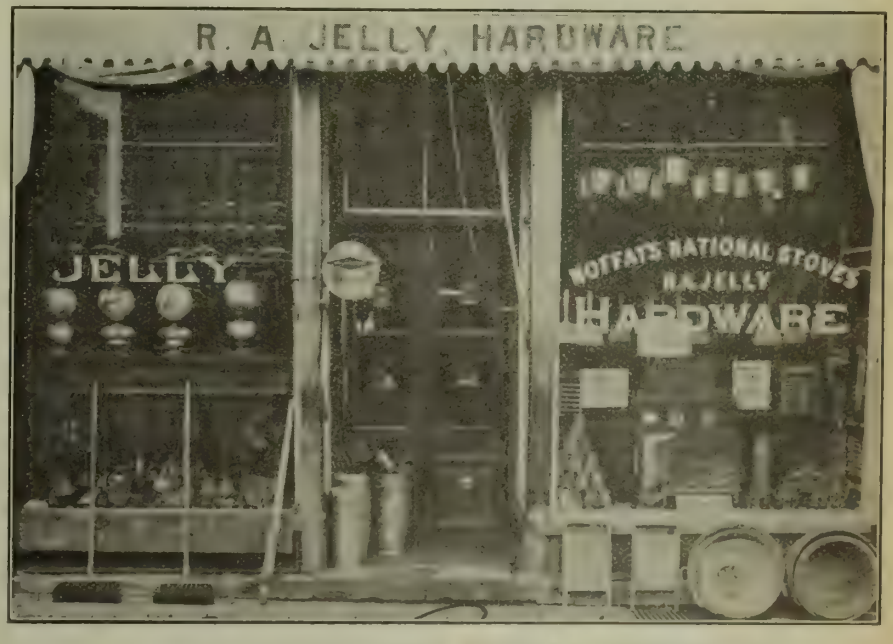
R. A. Jelly, of Shelburne, Ont., has a novel way of showing the results of using paint. His window, which is illustrated on this page, has as its central feature, a miniature house painted in an attractive combination of colors. As a background, several color cards are shown, while, on each side of the miniature house, are to be seen conventional piles of paint cans.

An interesting feature is also to be seen in Mr. Jelley's left hand window. It is a double-decker, showing electric lighting fixtures in the bottom part, and coal oil table lamps in the top portion.

SPRING DISPLAY OF BRUSHES

A few ideas for displaying brushes are very useful at this time of the year, as merchants as a rule, are generally busy with the rush of spring business. So some definite ideas to work on, such as are here presented, will no doubt be appreciated. They may be adopted according to the amount of display space which the dealer has at his disposal.

No. 1.—First take a frame or make one about 24 x 36, then stain and varnish. Next take some poultry netting and cut to the size of the frame and put on with double pointed tacks, to keep the wire from sagging. Place screw eyes equal distances apart on top of the frame. Then put on enough wire to hang up, just as you would a picture



R. A. Jelly's Display Windows at Shelburne, Ont.

frame. When completed, you can place handles of paint or varnish brushes between the meshes of wire, without injury to brush. On larger brushes, such as kalsomine, whitewash, scrubbing brushes, hair brooms, dusters or bannisters, put a screw hook (any kind) in the end of each brush. Then hang on wires properly spaced. When completed, you will have a very creditable display, and very little time lost in making it. If you wish to add a finishing touch, place some turkey red or black lining on the back of the frame, for a background.

No. 2.—Take barrel hoops, large or small ones, wind with turkey red or other suitable color. Then place small hooks or nails inside of the hoop. Next put screw eyes or twine on the end of brushes, and place them on the hooks hanging up your hoop with wire or picture cord. The brushes are then out of your way and can easily be seen by customers coming in or going out of your store.

No. 3.—Take barrel covers and fasten the parts securely together, and cover with suitable material. Place your brushes on, in one or two circles, to have the required effect. Use tape or elastic, putting brass head tacks on each side of the brush handle, to hold brushes on the board with the tape. Put hooks on the edge or top part of the cover, to hang up in a suitable location. You can also place similar display on the reverse side of the cover, to have the effect of being seen on both sides. Of course, if the display is to be placed on the wall, one side is all that is necessary.

Brushes Receiving More Attention.

Hardwaremen are probably giving more attention to the display of brushes, this year, than ever before. Nearly every paint window is well supplied with brushes, and, in many cases, attractive displays have been made of brushes alone.

This condition is largely due to the co-operation of manufacturers, who are taking a great interest in helping retailers to sell brushes. Hardware and Metal was informed the other day by Boeckh Bros., of Toronto, that they have been quite busy this spring, sending out free electros and illustrated circulars to their customers. They have also supplied various kinds of show cards, for decorating the windows and store.

MAKE EVERY PACKAGE ADVERTISE PAINTS.

The season for pushing paints and varnishes to the limit, is right here. No opportunity for influencing business, should be neglected by the hardwareman who wishes to make the most out of his paint department.

Here is a suggestion which should help to bring the paint question home to every customer of the store. It has been adopted by many hardware dealers, already, and, if carried out persistently, it cannot fail of bringing results.

This suggestion is to put some kind of paint literature in every package that leaves the store. Whether it be a color card, a suggested harmony scheme for interior or exterior decoration, or merely a folder telling the advantages of protecting property by means of paint, something in the nature of paint advertising could easily be dropped into the package, and it would almost surely be read, upon the parcel being opened.

No fault can be found with the manner in which paint manufacturers keep their agents supplied with circulars of this description. They are all most generous in supplying everything within reason which would assist their dealer in moving the paints from his shelves. It therefore remains with the dealer himself to say whether or not the best possible use will be made of this literature.

Some dealers place a small pile of these circulars on the counter or show case, and customers who feel like taking any of them are at liberty to do so. Others simply put them in a corner some place behind the counter, and content themselves with handing out a circular or color card to customers who ask for it. Such dealers are not pushing their paint department; they are selling paints in a very negative way.

Why not try the scheme of making every parcel carry the gospel of good paints into some home in your town? It will cost nothing except the minimum of attention on the part of the clerk, and it would be strange indeed if some good did not result from this method of gaining publicity for your paints.

THE FLAXSEED CROP.

It is estimated that the flaxseed crop in Canada this year will show a large increase. As a result of the educational work which has been started, the farmers of the North-west are becoming interested in flax and the acreage devoted to the growth of the seed will be considerably augmented.

It is very doubtful, however, if the output will show a sufficient increase to relieve the shortage, which has developed of late years. The Paint, Oil and Drug Review says: "The acreage of flaxseed will be greatly increased in Canada, but whether it will be largely augmented in this country is problematical and remains to be seen. The cost of seed is high, and there is a scarcity of seed in some localities in the Northwest, which has not been remedied despite the efforts of crushers, sub-divisions of the states interested and individuals. The loss in acreage in settled countries will be offset by the gain in Montana and in Western South Dakota and a small part of Western North Dakota, but whether the gain in acreage in these regions will be so large as to result in an unusually big crop is highly improbable, even if crop conditions are favorable and a normal yield per acre is obtained."

A New Land Crop.

Flaxseed is essentially a new land crop. It grows the first year after the land is broken and consequently is grown very largely in some sections of the North-west where the land is being worked for the first time. Speaking of flaxseed in this connection, the Paint, Oil and Drug Review says: "It is the crop that makes the difference between prosperity and poverty to the man who has either settled on a claim or purchased land in the great regions of our own state which are just being opened. The farmer can get a flax crop the first year after the sod is turned and even when the plowing is done in the spring. He can not raise any other crop under those conditions with success. The flax crop is the first money producer on the new land, and it is what has given this state (Dakota) its great attraction for men with plenty of muscle and energy and little cash. It is what has made a home and independence possible to thousands who live in this state, and it is what will make the same things possible to thousands more."

HEAVY DEMAND IN LONDON.

It does not seem at all probable, on the surface of it, that the crowning of King George will have any effect on the price of linseed oil. And yet such threatens to prove the case. London advices are to the effect that the foreign trade are expecting a sharp advance in the price of linseed in London due to the large call for paint there. In expectation of the coronation ceremonies, residents of "old Lunnon" are sparing no pains to brighten up. Houses, stores and public buildings in almost countless numbers are in the hands of the painters. Fences are being painted and fresh coatings are being applied to lamp-posts. In fact, the demand for paint there is the heaviest that it has possibly ever been.

As a result of the heavy consumption, linseed oil may be advanced in price on the London market. It is very doubtful, however, if the Canadian price will be affected.

RETIRING MANAGER HONORED.

On the occasion of his retiring from the position of works manager of the Peterboro Lock Co., C. J. Caley was waited upon by the employes of the company and presented with a very handsome silver tea set. The address was read by E. H. Howson, secretary of the company, and John Emmerson, foreman of the tool room, made the presentation.

Mr. Caley has left for his home in New Haven, Conn., where he will proceed to take things more easily.

Mr. Caley, who has been with the Peterboro Lock Co. for about a year, served his apprenticeship in the Norwich Lock Co. He was foreman with the Sargent Co., New Haven, Conn., for seven years, and foreman of the Yale Towne Co., of Stamford, Conn., for nine years. For eleven years afterwards he was general superintendent and later general manager of the Russell Erwin Company of New Britain, Conn. He is a pastmaster of the A.O. U.W., a member of B.P.O.E. Lodge of Elks, and of the American Society of Mechanical Engineers. He is also a past president of the American Brass Founders' Association and vice-president of the American Foundrymen's Association, as well as a member of the Institute of Metals, London, Eng.

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Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M {MAPLE LEAF} L **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M {MAPLE LEAF} L **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M {MAPLE LEAF} L **Elastilite Varnish**

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

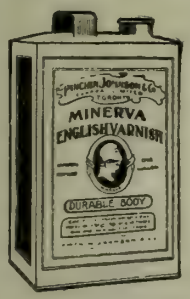
Write for Price Llsts, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET

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The Goods are not Sold when You Send in an Order, Mr. Dealer

In other words, we, the manufacturers, do not consider our paints and varnishes sold until they are in the hands of the consumer and we are always vitally interested in pleasing the consumer—your customers. We are doing this by extensive advertising and by manufacturing a quality product—one that creates satisfaction—one that fulfills all that we claim for it.

There's a big demand for and liberal profit in

MINERVA

PAINTS AND VARNISHES

Are you getting a fair share of this growing business?

A 76-year reputation stands behind Minerva Brand—a reputation gained by manufacturing an honest, quality paint that will stand the hardest tests of time and climatic conditions. We have been supplying the constant demand from large Railroad and Steamship companies and prominent decorators all over the world.

There are reasons why consumers like these insist on Minerva Brand.

Write us for information—we have the right line for you to handle—a brand that means your reputation and profit.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. **377-387 Carlaw Ave., Toronto, Can.**

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Apr. 21.—Spring conditions have certainly helped the paint trade, and orders have been coming in quite freely. Those who may have been holding off with their orders are apparently sending them in now and the campaign carried on by retailers throughout the country is undoubtedly having the desired effect of bringing in a big share of business. Shipping departments are busy getting out the goods that are now demanded and the general report is one of satisfaction with the present character of business.

Linseed Oil. — The market has been rather steady and has lost but little ground. Prices are a little easier, but the difference is not very material. The tendency toward lower prices was broken about a week ago, and the feeling since has been of a more healthy tone. The demand for linseed oil is well maintained and should continue to be so. The local quotations are given as follows: raw $1.10, boiled $1.13.

Turpentine.—The easier feeling in this market a week ago is apparent yet. When prices began to soar a few weeks ago it was felt that under the conditions they would be maintained for a longer time than they have been. The demand is steady, purchasing being necessary for the general business now passing. Local houses are now asking $1.20 per gal.

Prepared Paints.—While the majority of the retail trade are supplied for this demand there are still sufficient orders coming in to show that business in this line is good, and that there were loopholes still to be filled. It is apparnet that the retail trade is devoting considerable attention to their paint trade just now and adopting various methods to secure the business that is passing just now. It is prepared paints that present one of the readiest selling lines for present requirements. Floor paints are in good demand.

Paris Green. — Enquiries for Paris green are still coming quite liberally, and the trade are rapidly preparing themselves for the first demand upon their stocks.

Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs.; 17¼c; 50 lb. and 100 lb. drums, 18¼c; 25 lb. and 100 lb. drums, 18¾c; 1 lb. packets, 100 lbs., in case, 20¼c per lb.; 1 lb. packets, 50 lbs in case, 20¾c. per lb.; ½ lb. packets, 100 lbs. in case, 22¼c per lb.; 1 lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—Orders for arsenate of lead are fairly free, this insecticide receiving its share of the trade.

Prices are: In bbls., about 800 lbs.; 9c.; in half bbls. about 400 lbs., 9½c; in 25 lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

White Lead.—There is a good demand for this article, the expected increase having come with the weather. White zinc is also moving out well.

Quotations are as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—Business in putty is brisker, the spring trade showing itself in this direction.

Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk cwts., $2.45; bladder, bbls.; $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, April 20.—The local paint and oil market has been seasonably active during the past week. Despite the handicap of cold weather, the trade has grown rapidly and there is now a splendid movement in all lines. That the retail demand is now active is rather forcibly demonstrated by the number of "rush" orders received.

The feature of the market has been the almost sensational slump in turpentine. The high price of three weeks ago, which was attained very gradually, the price advancing as the scarcity became more marked, has been receded from almost at one step. The decrease in local prices varies from 10 to 20 cents this week. Opinions as to the price next week differ. Some predict lower prices still, while others have figured it out that an advance is almost sure to result.

Linseed Oil.—Linseed oil is still firm. The local price is $1.15 for raw and $1.18 for boiled, at which price it has been selling for some weeks now. It is now deemed unlikely that there will be any change for some time at least. It is stated that the jobbers are not making as much profit as they ought in cases where they have to purchase at the present time from the crushers but they are not likely to advance the price this month. In the meantime there is a very lively demand and it is reported that stocks are getting pretty light. In view of all circumstances there seems to be no immediate prospect of easier quotations.

Turpentine.—To-day the prices quoted for spirits of turpentine differed rather widely. Some houses quoted $1.30 while others were as low as $1.20. The latter figure is probably nearer the mark as the price on the primary market at Savannah has been going down, down, down, regularly for the past two weeks. The slump has been caused by the rush of new stock on to the market, in anticipation of securing the high price which has prevailed. As buyers have refused to meet the sellers at the old figures, the latter have been obliged to accept a considerable reduction. The reduction has very materially stimulated the demand. Buyers who have been holding off entirely, or merely buying hand to mouth, are now rushing in. Although the supplies that came forward during the past week were much larger than was anticipated at the reduced price, the market was almost entirely cleared. From this it is predicted that a slight advance may take place during the coming week.

In regard to the local price, it is interesting to note that one jobbing house has sold a number of barrels for delivery the end of this week at $1.15.

Rosins.—The price of rosins generally keeps pace with that of spirits of turpentine and it is therefore safe to assume that there will be a corresponding reduction in the near future. For the present, however, the new supplies have not been nearly as large in proportion to the new spirits. Consequently the reduction has not been anything like that which has taken place on the turpentine market.

Putty.—The demand is seasonably active at present. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—With the resumption of outdoor operations, made possible by the improved weather conditions, there has been an increase in the demand for white lead. Painters are now doing considerable outside work and, as soon as the weather becomes really favorable, it is expected that the demand will break all records. No talk has been heard for the past few weeks of an advance in white lead. In view of the improved situation on the oil market, there is every probability of the present figures being firmly maintained.

Varnishes and Japans.—The demand is very heavy. It is quite evident that the retail trade has been active during the past week or two for the supply houses are kept busy meeting rush orders and requests for immediate delivery. Prices are now stationary and will probably remain so until after the busiest part of the season, at least, is passed.

Prepared Paints.—Large orders are being received. In addition to the business which flows in through the regular channels, jobbers and manufacturers report that a great deal of unsolicited trade has cropped, showing that the retail demand for paints has been heavy.

Petroleum.—The lengthening of the days has cut off the consumption of coal oil to a large extent. Prices quoted here are:—Canadian prime water white, 12½c.; United States water white, 14c.; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

CORRECTION.

In our April 8 issue we referred in full page advertisement to sale of business at 111 Dundas street, London, Ont. This refers to sale which took place some time ago, and was not intended to convey the impression that the business of J. E. Young & Co. had changed hands.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a formula guarantee showing it is made on a white base of 70% pure white lead and 30% pure white zinc—100% pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine---The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead---the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and quality counts.

Highest quality paint brings customers, brings them back again—and their friends with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1911 advertising campaign back of B-H "ENGLISH" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60" ..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	3 00	3 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 30	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 50 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, " }
" 14x65, "

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.85 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs., Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

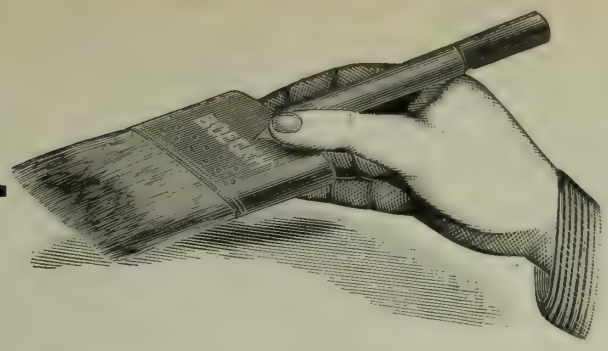
In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60



Are you aware of the great demand for

Boeckh's Brushes and Brooms

for use in factories of all kinds? A little time spent in getting this class of business will show good profits. They usually buy the better lines in Flat Paints, Badger and Fitch Flowing Varnish Brushes, etc., which yield an exceptionally good profit. We prefer to receive this class of trade through the Dealer, and we encourage factories to order from their local dealer.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

Offices, 80 York Street — Factories, 158 to 168 Adelaide St. W.

Sell Varnish With Enthusiasm

WHEN you tell a customer you carry Pratt & Lambert Varnishes you stand straight and look him squarely in the eye. You have the Quality varnishes on your shelves and the "House" back of you. You're partners—you and the "House." Pratt & Lambert don't simply **sell you** a bill of goods, but they help you sell to your customers, by consistent co-operation, and the most thorough and complete advertising in the trade.

It pays to do business with a house that backs you up. If I were you, I would write and ask for prices and terms.

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:

BRIDGEBURG, CANADA

LONDON — PARIS — HAMBURG

NEW YORK — BUFFALO — CHICAGO

Benjamin Busy

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12½
U.S. Water white "		0 14
U.S. Pratt's astral "		0 16
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline, single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 40
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
"Crown and Anchor," pure	6 00	6 15
Island City pure lead	6 00	6 15
Sterling O.P. lead	6 25	6 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	6 00	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ⅝ " "	10 00
" " ½ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, ¾-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 n. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.56; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Congo Roofing

Guaranteed Until 1921

The owner of any building covered with Congo Roofing is not only satisfied with his purchase, but has the satisfaction of **knowing** that it is **guaranteed** for 10 years.

That's real protection.

Every roof of 2-ply and 3-ply Congo is guaranteed in this way.

In every roll of Congo is a **genuine legally binding Surety Bond** issued by the National Surety Company, of New York.

This year we will guarantee thousands of roofs all over the country **to last till 1921** on this basis.

Of course, we are not going to lose—we are offering a sure thing, as Congo will last **more** than 10 years.

One thing the guarantee forces upon us; it makes us extremely careful in manufacturing.

We make doubly sure that every roll is perfect. We use the best material that money can buy.

Another detail is the nailing. To avoid any trouble from this source, we provide free of charge, **galvanized** iron caps, which are rust proof, and will last as long as the roofing.

In every way we protect ourselves against the possibility of a complaint.

Send for a copy of our Guarantee Bond, and a Sample of Congo Roofing. The guarantee will show you what a real legal roofing guarantee looks like.

CONGOLEUM

We should like to send you a sample of Congoleum. It is fitted for floors and wainscoting in homes, stores, offices, etc. It is a perfect imitation of oak. Its surface has a high polish. Unusually durable. The price is very low. Write for samples and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.



Fac-simile of 10 Year Bond

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

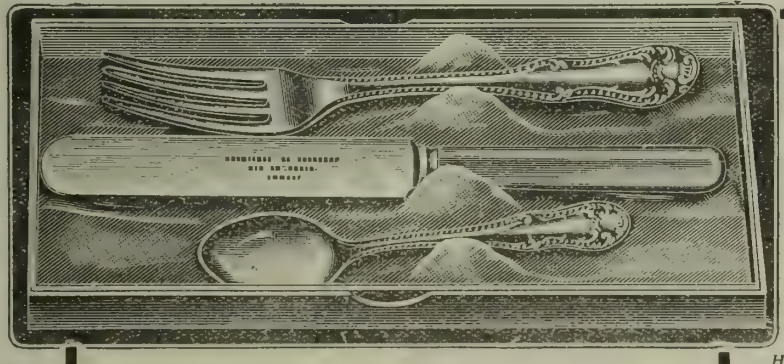
ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS
OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

Feature this

HANDSOME CHILD'S THREE-PIECE SET



"Helena" Pattern, spoon and fork being of high grade nickel silver base, and the knife made from the best English Cutlery Steel.

Very artistic and durable, each piece being plated heavily with pure silver.

A line that sells at sight.

The McGlashan, Clarke Co., Ltd.

NIAGARA FALLS, CANADA.

Have you a copy of our catalogue?

AGENTS: J. Mackay Rose, 88 McGil St., Montreal; N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz	0 40 0 75
Carving knives per doz	0 50 0 90
Potato mashers, wire, per doz	0 60 0 70
" wood "	0 50 0 60
Vegetable slicers, per doz	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 80
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 0 to 53	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60
Toasters, 50 p.c	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. $ 6 75
Lift Tubular and Hinge Plain, " 8 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50, ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 80
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 3½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 6 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
" ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	5 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 60
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 23
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 12
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

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Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 85
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

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Second growth ash fork, hoe, rake and shove handles, 40 p.c.
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Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
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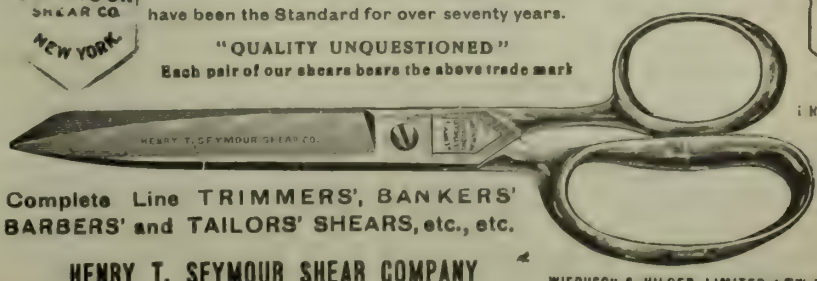
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Magnolia Metal Co., Montreal.

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Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Standard Arms Co., Wilmington, Del.

Hammocks
The J. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co , St. Thomas

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Lampblack
The L. Martin Co , New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph

Lawn Mower Sharpeners
R. Woon & Co., Oshawa

Lighting Fixtures
MacLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd , Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

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Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

Shears, Scissors.
E. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co. Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
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T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
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McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

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A. C. Leslie & Co., Montreal

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Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

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Kerr Engine Co., Walkerville, Ont.

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Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

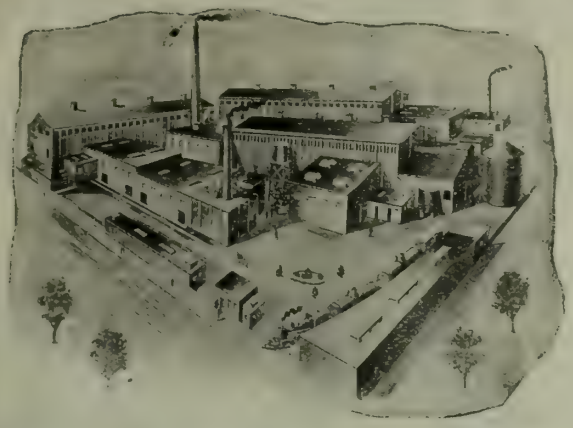
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B. Greening Wire Co., Hamilton

Wire Goods
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Wire Machinery
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The ever-increasing demand for

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1902 - - -	3,000,000 pounds
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Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

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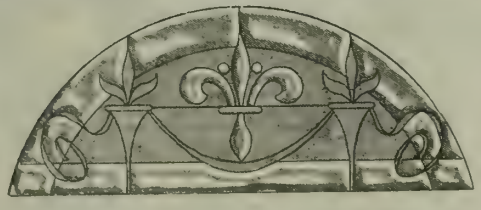
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MISCELLANEOUS

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WANTED—Experienced hardware clerk for Northern Ontario. Must be good salesman, window dresser and stock-keeper. Clerk who understands or can speak French preferred. Apply, giving references, to Box 2013, HARDWARE AND METAL, Toronto. (15)

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A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

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There is a separate DOUGALL VARNISH for every purpose and each one is the best of its kind. Dougall Varnishes are the result of years of careful study and are the best that brains, up-to-date machinery and the best of ingredients can produce.

Don't have any hesitancy in recommending this varnish. Our reputation is behind every gallon. We KNOW that your customer will be pleased and that you will reap the benefit therefrom.

We would like you to have a copy of our booklet "QUALITY and QUANTITY in VARNISH and VARNISHING" and will send you one on receipt of a postcard from you.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - - - Montreal

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"FLEMISH" GLASS

is a new product of the famous glass works of Chance Bros. & Co., Ltd., near Birmingham, Eng.

"Flemish" is a new and most attractive variety of Ornamental Window Glass, unsurpassed in character and brilliancy. It is particularly effective in the best kinds of leaded light work, and for glazing in casements, door panels, or interior partitions, where the object is to obscure the vision, but not the light.

Flemish glass is made in large and small patterns, and in white, staining white and numerous tints.

To architects, contractors and hardware dealers, we will send on request samples of Chance's Flemish, figured, rolled, muffled, double rolled, cathedral and other lines.

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Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

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Many are willing to testify right over their signatures that it means trade Insurance—a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, *Lacqueret*, *Satinette*, *Flattine* and *Wood Stains*—all conserve and build up your reputation and give you a reasonable profit.

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TORONTO **WINNIPEG**

A23



Ford's Single Lip Bit

Bores Straight Thru Knots

and cracks as readily as thru a clear board—nothing stops its nail-proof screw point, backed up by FORD'S wonderful PATENTED CONCAVE TWIST with its "razor like" edge that cuts a clean smooth hole in any kind of wood—and it cuts it faster, truer and with less labor than any other bit made. There's NO FRICTION—NO SCRAPING—NO CHOKING—NO SPLINTERING, the FORD works easily, freely and smoothly under all conditions.

Ford's Single Lip Bit is

Made so well it can't break

Listen—we buy the best steel in the world, and buy in 50-ton lots to insure absolute uniformity. It's tempered for us under expert supervision and by a secret process.

Each Bit is forged under trip hammer blows, and undergoes a treatment which gives it FINENESS, TOUGHNESS and DURABILITY that's unequalled. The FORD will stand up under the most severe strain and POSITIVELY WILL NOT BREAK thru any fault in its manufacture.

Ask your dealer—and insist on the FORD—It's best by every test.

Write for free Catalogue M

Ford Auger Bit Co.

Holyoke, Mass.

IT WILL PAY YOU
TO PUSH THE SALE OF

Winnipeg Steel Shingles

Economical. Fire and Lightning Proof.
They're Rain and Storm Proof too.

We will Help you make Sales

No Stock to carry. Send us your Order.
We ship promptly.

Most Complete Plant in Canada for the Manufacture of Steel Metal Building Goods.

Write Dept. "S" for Catalogue No. 5 and Price List

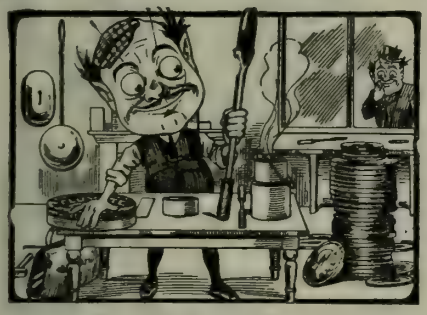
WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, Canada

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

NO ONE CAN AFFORD
TO BE LONG WITHOUT **"FLUXITE"**

Plumbers, Gasfitters and other Metal Workers know it as the paste flux that

Simplifies Soldering and Supersedes Lead-Burning

It solders even dirty metals without cleaning or corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool-kit of every motor car, workshop and home. It's easy to use and easy to sell.

YOU WANT SOME

Remember FLUXITE IN YOUR INDENTS. It's packed in large and small tins and made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

For Quality and Price

NO ROOFING WILL GIVE YOU SUCH SOLID SATISFACTION AS

MALTHITE ROOFING

In point of Quality and Durability it has no superior on the market, and its price is

25% LOWER

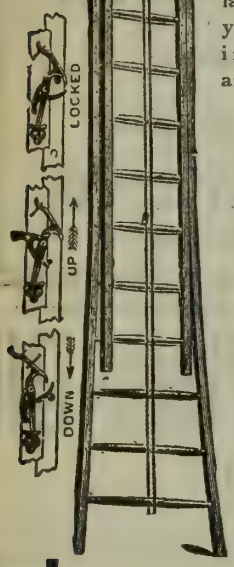
than that of any other roofing. Absolutely guaranteed by us direct to your customers.

GET DETAILS TO-DAY OF THIS EXCEPTIONALLY PROFITABLE LINE

THE DOMINION ROOFING CO.

of Canada, Limited

31-33 Front St. East, - TORONTO, CAN.



Strong Easily Operated Serviceable

On every occasion where an extension ladder is required, you are quite safe in recommending and supplying our

ROPED EXTENSION LADDER

It is the safest and best on the market, and has antomatic hooks that lock at every round and unlock between the rounds.

Can easily be converted into two ladders. Made of clear, short-leaf yellow pine and rock-elm rounds.

Send for catalogue B and prices

THE

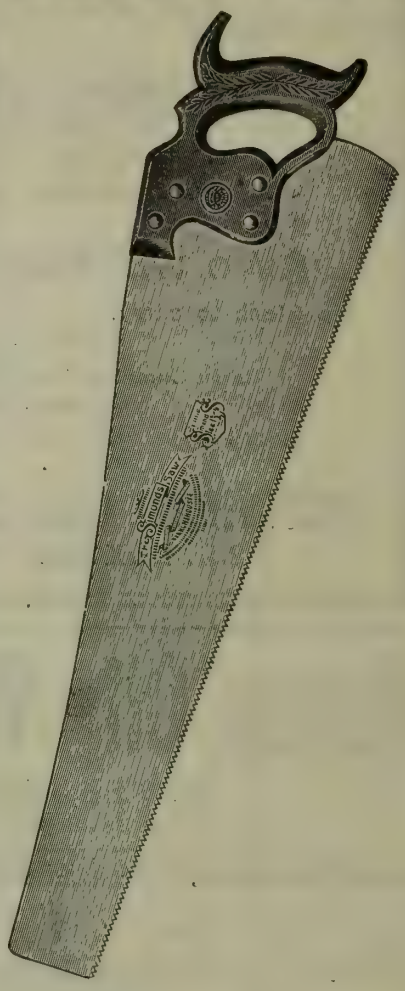
Stratford Mfg. Co.

Limited

Stratford - Ontario

We make all kinds of Ladders.

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE

White Mop Wringer Co.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Moore's Sani-Flat

is a flat drying oil paint, specially recommended for Wall pa nting, Woodwork, Furniture, Steel Ceilings, Burlap and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Saniflat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write us for Details and Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

SOME OTHER LEADERS IN THE FAMOUS MOORE LINE ARE:—

MURESCO
IMPERVO FINISHES
MOORAMEL
TILE-LIKE
HOUSE COLORS
FLOOR PAINT

Cultivate the Valuable Family Trade!



The handling of effective labor-saving devices is the surest way of getting the housewives' goodwill, and of influencing the valuable family trade to your store. Are you selling the

HAMILTON

Cream Whip, Egg Beater, Cake Whipper and Ice Cream Freezer

It is a genuine novelty. Beats an egg thoroughly in one minute and churns cream for butter in five minutes. Splendid for making Mayonnaise dressing, frosting for cakes, ice cream and frozen desserts. Don't delay. Order a supply to-day—you will find it the fastest-selling specialty you ever handled.

George G. Veness Mfg. Co., Inc.

201 Devonshire St., Sales Department **Boston, Mass.**

DON'T READ THIS.—We will accept yearly contracts from well rated firms, same to be delivered in equal monthly shipments, or in shipments of not less than one-twelfth of the whole contract, per month. This will give you the same discount as if the year's supply were shipped in one order.

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

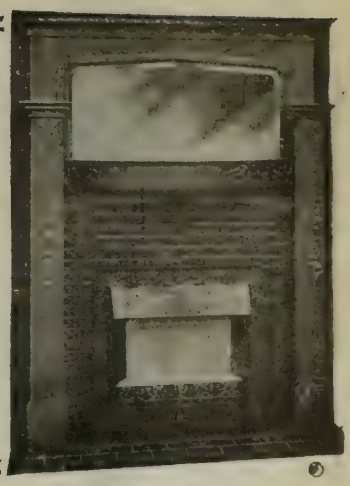
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

The clippers you will eventually recommend to ***all*** your customers are

Burman's British Clippers

They are the best—best for any of the manifold uses to which ***clippers*** are put



Horse Clippers, Barbers' Clippers, Power Horse Clippers and Sheep Shearing Machinery

Specialization is the ***keynote*** of successful manufacture.

We make ***Burman's*** Clippers and nothing else.

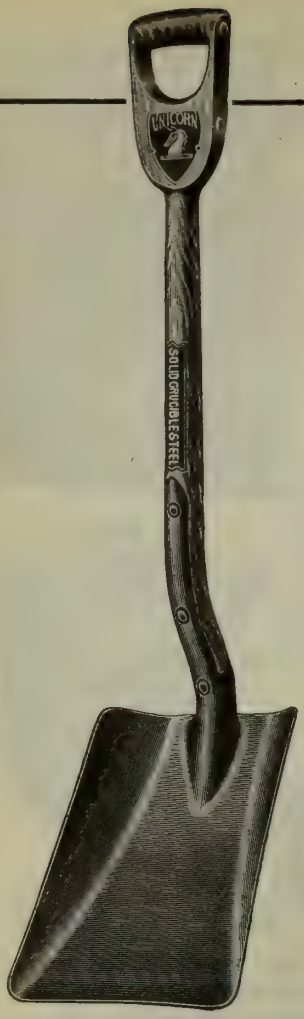
In our Power-Clippers our specialty is the ***Burman*** patent Clipping head. This is ours and ours ***only.***

Cuts over three teeth, central adjustment, spring pressure bar, anti-frictional device, perfect cutting balance, carefully hardened and interchangeable wearing parts.

Clippers and all parts supplied promptly from stock at Montreal.

All Clippers guaranteed by Burman's years of reputation and standing. We have a very attractive catalogue. To-day is the day to write.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada.



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

CANE'S WASHBOARDS and WASHDAY WOODENWARE



"NO, THANK YOU, MA'AM, I won't need a new washboard. This is a CANE'S NEWMARKET KING and will last a long while yet."

CANE'S NEWMARKET KING is oval face plain, crimp, heavy, zinc, washing plate, lock corners, well made, a very easy washer.

are designed to meet every need of every housewife in a way that will more than satisfy.

From our catalog you can select exactly the style and grade best suited to the use of your customers. The prices and finish vary widely, but the merit is always there.



Cane's Goods sell well because they wear well.

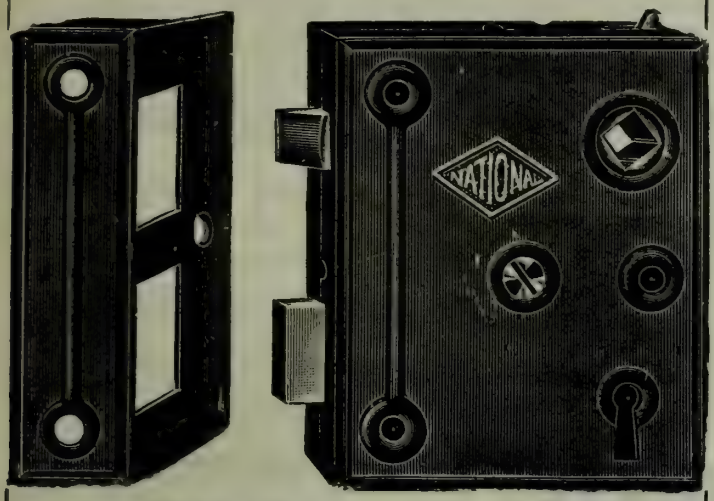
The WM. CANE & SONS CO.

LIMITED

NEWMARKET, ONTARIO

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE



NATIONAL STEEL RIM LOCK

Its locking mechanism is very simple, being entirely pivoted on a central pin, and it cannot get out of order.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



MADE IN CANADA

GREAT GUNS

The position held by Tobin Simplex Guns to-day as sporting weapons has been won only by the merits of the guns themselves. They have given sportsmen complete satisfaction and the demand is constantly increasing.

The "why" is simply because:—

The Tobin Simplex is the strongest light gun and the lightest strong gun.

The Tobin Simplex has frame and action parts made from steel drop forgings—sears, springs and locking bolts of tempered spring steel.

The Tobin Simplex is accompanied by a "Money Back" guarantee, which *assures* satisfaction.

Write us for catalogues and information. Stock up with a reliable gun.

THE TOBIN ARMS MFG. CO., Ltd.

Tobin Simplex Guns

WOODSTOCK ONTARIO



Every One Sold Sells Many More

Beyond Competition

It is no mere brag for us to say that the

"Kansas" Pruning Knife

(Improved)

is beyond competition. One glance at its improved construction, its positive action, its absolute freedom from all complicated parts, will convince any discerning dealer of its unique superiority. The "Kansas" takes off any branch up to one and a quarter inches in diameter. No climbing or straining. To take a limb off near the trunk simply place the hook over the limb, pull on the handle, and the work is done. For snipping off outlying twigs, pull on the string instead of the handle. The "Kansas" is so much better, quicker, and more convenient than the next best that five or six trees can be trimmed with it while one is being done with any other knife made.

Consequently the "Kansas" is the BIG seller.

Write for Circulars and Trade Prices.

International Tool Co.,
Cor. Porter and 4th St., Detroit, Mich.
TAYLOR-FORBES, CO., Limited
Guelph, Ont., Canadian Manufacturers

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.

We talk quality in the "Buco" because we know its quality is unique.



The "BUCO" Garden Cultivator.

Handle 4½ft. Long

Extra ash handle, best we can get, and malleable head, but it is the teeth we talk about. These are the vital parts.

The teeth of the "Buco" are all high grade springs, tempered in oil by experts, and tested. After a strain in use which would yank the other kinds out of shape forever, they spring back to position unaffected. This means more life in work, greater durability and a most satisfactory tool to handle.



The "CUMA" CULTIVATOR

Total Length, 18in.

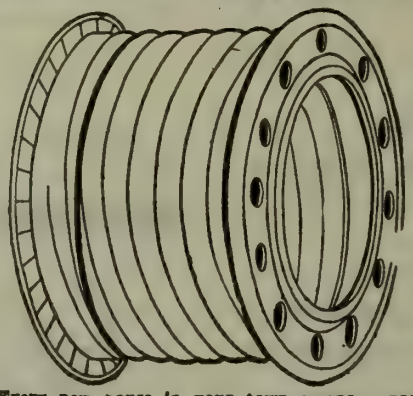
The most effective little tool made for flower bed and fine work. Sells at sight and pleases customers.

The Bailey - Underwood Company, Limited
NEW GLASGOW, N.S.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper.

O.K. THIMBLES



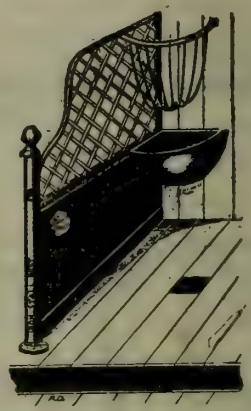
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES **COPPER & BRASS** AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET TORONTO, CANADA

"BANNER" COLD BLAST LANTERNS

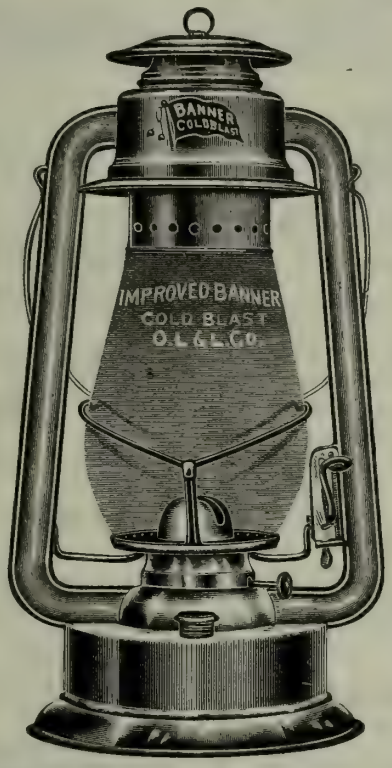
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

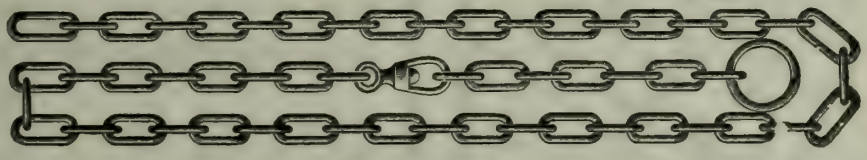
For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON, ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

ORNAMENTAL IRON WORK
WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Foldings Ironing Boards—Folding Clothes Bars.

Write for Circular and Price List

Otterville Manuf'g Co'y, Limited - Otterville, Ont.

THIS IS YOUR BUSINESS

the supplying of belting to all local mills, factories, threshing outfits, etc. An assortment of Goodhue's

LEATHER BELTING

displayed prominently in your store and judiciously advertised in other ways, such as in local papers or by circular letters, will bring you a lot of good belting business.

WRITE US FOR PRICE LIST

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

BISSETT & LOUCKS, P.O. BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE Co.
MILLWALL DOCKS,
LONDON, ENGLAND.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. — LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

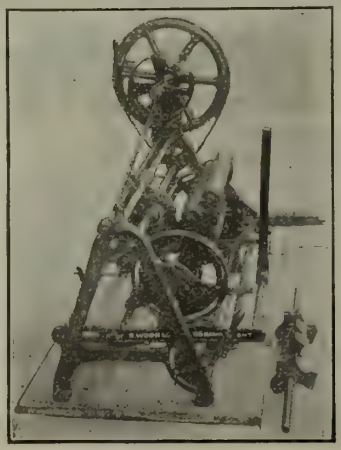
James Hutton & Company
MONTREAL

THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by

R. Woon & Co., Oshawa, Ont.



POLIVIT

Retails at 40 cents

A Revolution in SILVER AND ELECTRO PLATE Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT, ABSOLUTELY HARMLESS

GOLD MEDAL, LONDON, 1908

Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

Write for Pamphlet and Prices

A. A. SHUTE, Fredericton, N.B.

SOLE AGENT FOR CANADA

THREE REASONS
Why you should stock
Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

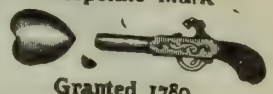
Ask your Jobber or Write Us.

Royal Polishes Company
MONTREAL

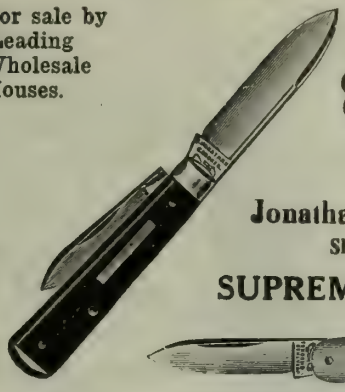


For sale by Leading Wholesale Houses.

Corporate Mark



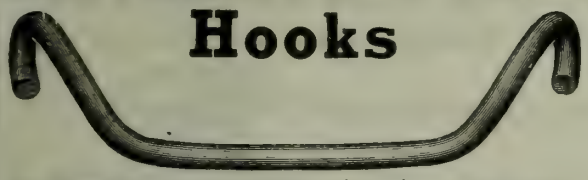
Granted 1780



Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal, 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

ANYONE CAN USE
THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED
THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS
SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS
SEND FOR CATALOGUE
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

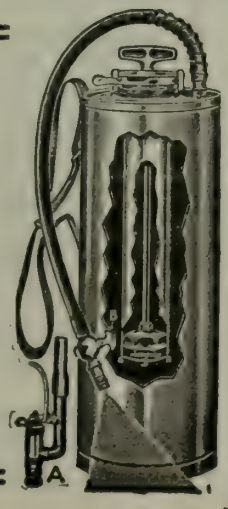
Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT

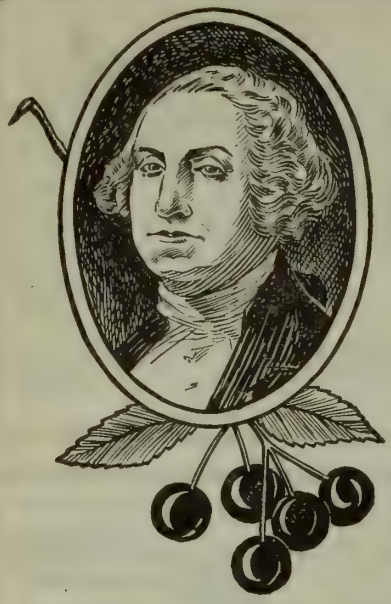


Kitchen Wire Goods

are a fast selling and profitable line for the hardwareman.

THE PARKER WIRE GOODS CO., *Worcester, Mass., makes everything in wire hardware. Write for prices.*

DINGMAN & McCOMBE
Montreal Canadian Representatives



"ENTERPRISE"

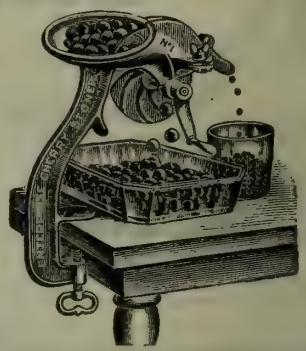
GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Lumbermen Swear BY them Not AT them

The capture of the lumberman's trade is an important matter to you, and this trade will still be yours if you handle

STILL'S HANDLES

Shaped after the famous Gilmour Pattern.

They are made of the cleanest and toughest hickory we can get hold of.

List and Discounts on Request

J.H.Still Mfg.Co. ,Ltd.

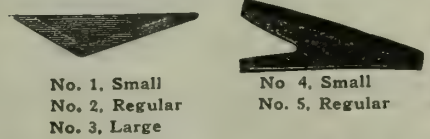
ST. THOMAS, ONT.

To Dealers

Who Supply the BLACKSMITHS.

Star Fin Cutters

Star Plow Points



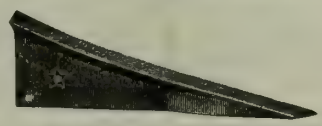
No. 1, Small
No. 2, Regular
No. 3, Large

No 4, Small
No. 5, Regular



Regular Pattern

AND **Star Landside Points**



Are Good MERCHANDISING for you

If you will mention STAR Plow Shapes to your Wholesale House, you can get them, for ALL the Prominent JOBBERS in CANADA handle them.
Would you like more detailed information? Write us, and we will send it.

STAR MANUFACTURING CO.
CARPENTERSVILLE, ILL., U.S.A.

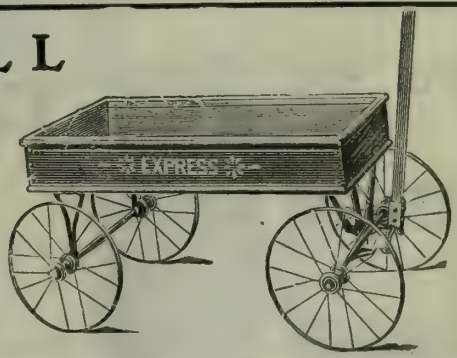
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Our splendidly built and handsomely finished

EXPRESS WAGONS

to all classes. They are the best toys for the boys and are the ideal vehicles for light delivery in any business. Painted red and varnished and fitted with stamped steel gear. Very strongly built. One of the many excellent

TORONTO Gendron CANADA **SPECIALTIES**



The Gendron Mfg. Co., Ltd.
TORONTO, - - CANADA

Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

HERE IS A Business Proposition.



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

The TORPEDO watch, which retails from $1 up, carries a guarantee for seven years, a thing unheard of for a popular-priced watch. This guarantee is attended to by us, and you will not be troubled with complaints, although, as a matter of fact, these are practically unknown with the TORPEDO watch.

If you will drop us a line we will send you full particulars of our line of watches and also particulars of our free showcase offer.

If you are open to consider a proposition which will make money for you, you cannot afford to overlook this one—write to-day.

LOUIS NEWMARK

149 Notre Dame St. West. MONTREAL

No. 950



PUNCH SETS

No. 975



DRIVE PUNCH SET No. 950

Consists of 12 Hollow Punches, suitable for driving holes in leather, paper or cloth. Sizes from 5/64 to 11/32 inch by 64ths.

MACHINISTS' HANDY SET No. 975

Consists of 12 assorted Straight, Angle, Round, Pointed and Chisel Punches, also Cold Chisels and Rivet Sets. Useful on any machinist's work bench.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

THE "DANGLER" WICK OIL STOVE

2-BURNER

No. 342L

Size of top, 24 x 16 in.

Height with legs, 27 in.

Crated weight, 45 lbs.

Cast Iron Legs—Brass Burners.

Write us direct or order through our Agents



E. T. Wright & Co.

(H. G. Wright)

Hamilton Canada

3-BURNER

No. 343L

Size of top, 34 x 16 in.

Height with legs, 27 in.

Crated weight, 53 lbs.

Takes No. 3 Rochester cotton wick.

Agencies at Vancouver, Winnipeg, Toronto and Montreal.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

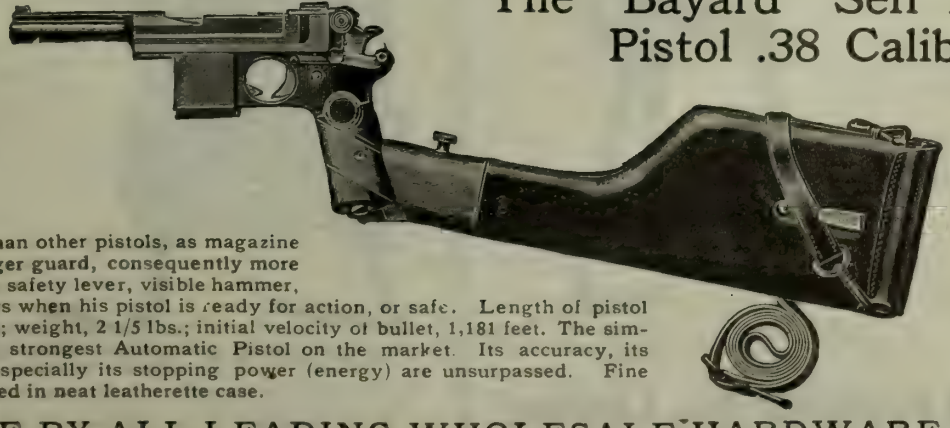
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SHURLY-DIETRICH CO., Limited - GALT, ONT.

A Wonderful Long Range Pistol

The "Bayard" Self Loading Pistol .38 Calibre

Maximum Range 1,700 Feet



Penetration 6 Pine Boards at 50 Yards

Adopted by Spanish Army

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1/5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

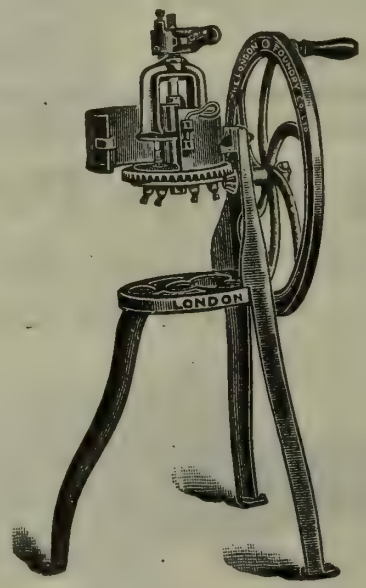
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

GET A HUSTLE ON



and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

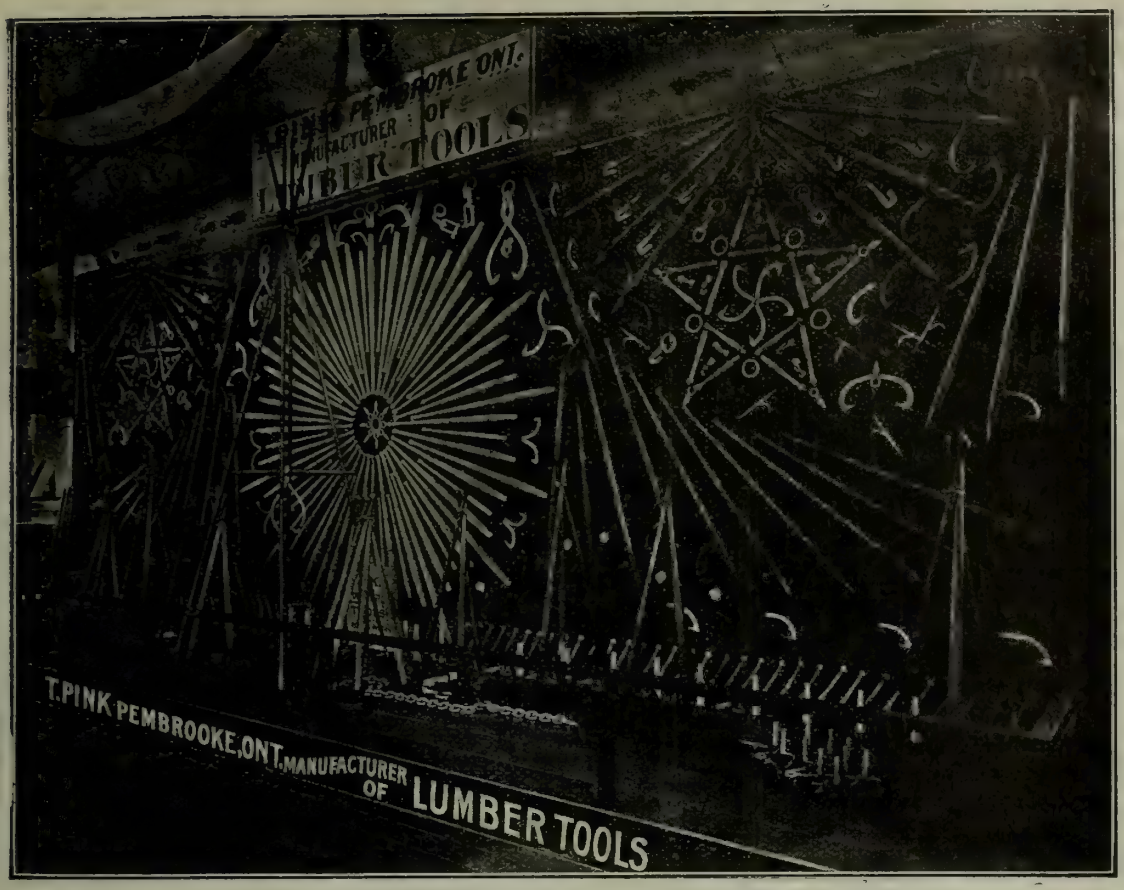
There's money, too, in handling them.

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Canadian Representatives:

H. F. McIntosh & Co, 28 Toronto Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE W B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

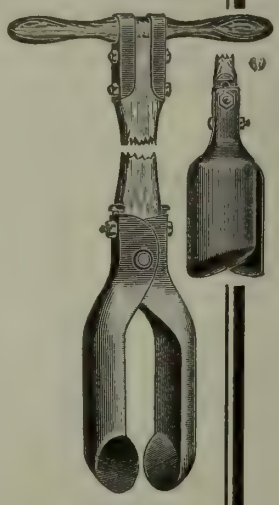
We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., LIMITED
GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Efficient, Quick Working, Convenient

By one motion of either right or left hand any size piece of work can be instantly grasped in a



PARKER
Improved Quick-Action Swivel Vise

SEMI-STEEL

This vise is made of a special blending of steel and best iron, which adds materially to the life of the tool.

Parker's Vises are manufactured with the greatest care, and all parts are interchangeable.

Write for our new Illustrated Catalogue.

The Charles Parker Co.
Meriden, Conn., U.S.A.



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Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 3.o without Stock Guide	Each
240	20x4 in.	8½ in.	5½ in.	3½ in.	$10·50
242	22x4 in	8½ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8½ in.	5½ in.	3½ in.	11 0
246	26x4 in.	8½ in.	5½ in.	3½ in	11.25
346	26x4 in.	9½ in.	6¼ in.	4½ in.	12 25
368	23x6 in.	9½ in.	6½ in.	4½ in	13 00
460	30x6 in.	11 in.	7½ in.	5½ in.	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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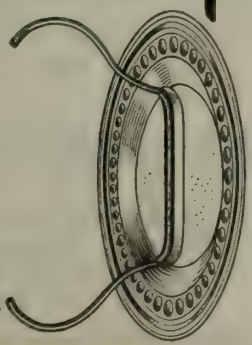
A Most Efficient AND Handsome Stopper

Strength and good appearance are two leading features of the

"ANDROCK" Flue Stopper

a line that commands a very steady sale at this time of the year.

The "ANDROCK" has finely embossed bright tinplate cover and is finished in gold lacquer with colored picture. The spring arm folds down for packing, doing away with cost of assembly and damage to the picture.



Send to-day for descriptive Catalogue and Prices.

Andrews Wire Works of Canada, Ltd.

WATFORD, Can., and ROCKFORD, Ill.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

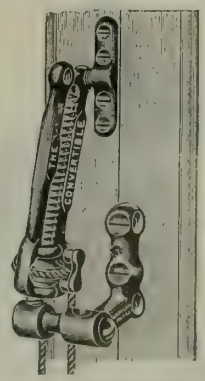
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

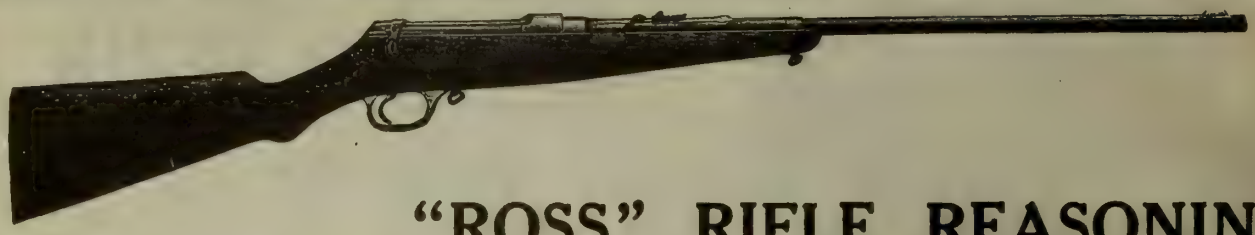
Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.



"ROSS" RIFLE REASONING



The "Ross" Sporting Rifle is cheaper than any imported rifle of equal quality. What sense is there paying the extra duty for another rifle, certainly no better and probably not so good as the "Ross" Rifle?

Dealers who can make this clear to their customers make more sales and help their customers to economize.

The fact that sales increased **80% last year** shows that dealers are wide awake to the advantages of selling the Canadian Arm.

If your stock is low, increase it. If you are not handling "Ross" Rifles take a leaf from the other dealers' book and order now.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

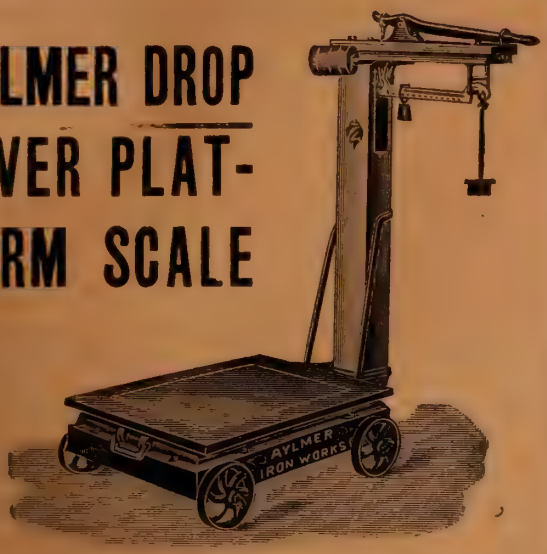
Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

AYLMER DROP LEVER PLAT-FORM SCALE



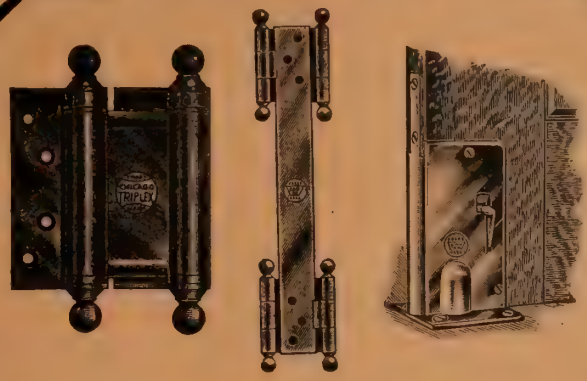
Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO
WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO. MARK NEW YORK

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"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO CANADA

"New Designs"

See Our 1911 Supplement

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

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WINDSOR, ONT.

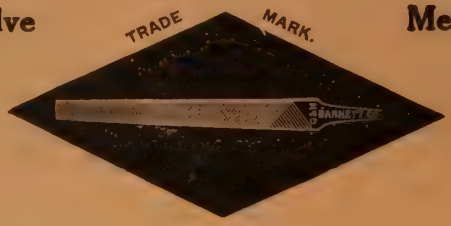


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Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

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WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

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THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"IN STOCK AT MONTREAL"

F. B. & W. Genuine Red Lead

KEGS AND CASKS.

F. B. &. W. Flake Litharge

CASKS.

Nitrate of Lead

V. M. Red Seal Zinc Oxides

Lithopone 34% and 30%

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

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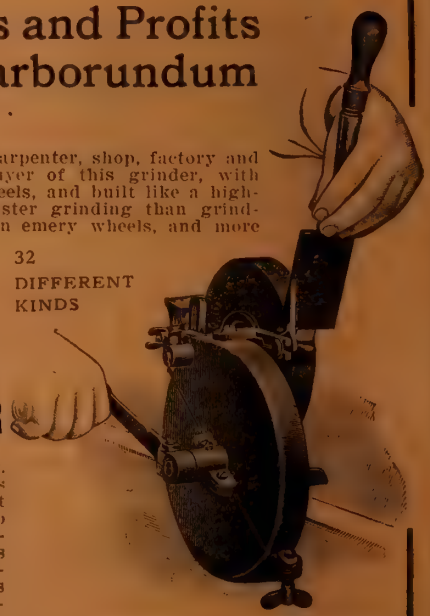
MONTREAL

Quick Sales and Profits with this Carborundum Grinder.

Every farmer, mechanic, carpenter, shop, factory and contractor is a likely buyer of this grinder, with genuine Carborundum wheels, and built like a high-grade lathe. 25 times faster grinding than grindstones, 6 times faster than emery wheels, and more durable than either.

32 DIFFERENT KINDS

LUTHER DIAMOND TOOL GRINDER



No need of water-cooling. The Carborundum wheels peel off hardest steel at lightest touch with no danger of drawing temper. Special attachments allow anyone to do difficult grinding, such as gumming saws, sharpening twist drills, etc., without experience. Hand and foot power—best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine-cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

We make 32 different styles of grinders, with attachments for sharpening polishing and grinding every known tool or implement.

Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO.

96 Madison Street. Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 29, 1911 NO. 17

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CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses

First Direct Shipments
14,900 Cases and Bundles

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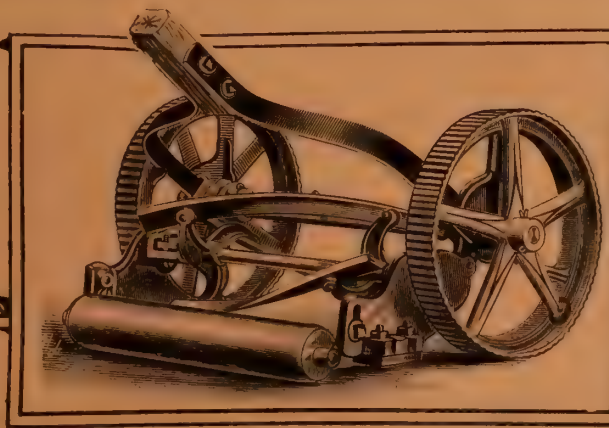
were shipped from Bristol by first direct steamers last week.

AS POPULAR AS EVER

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited.
Montreal
Managers Canadian Branch

THE ★ STAR ★ LAWN MOWER



For General Use we recommend the Star Lawn Mower to the dealer. The average lawn is not large and does not require a heavy machine. The Star appeals to a wider public than either a cheaper or a more costly machine.

It is Medium-Priced but Top Quality.

The best steel and all the needed improvements go to make it first class in every way.

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H. G. Rogers—
53½ Dock St., St. John, N.B.
W. A. MacLennan—Vancouver.

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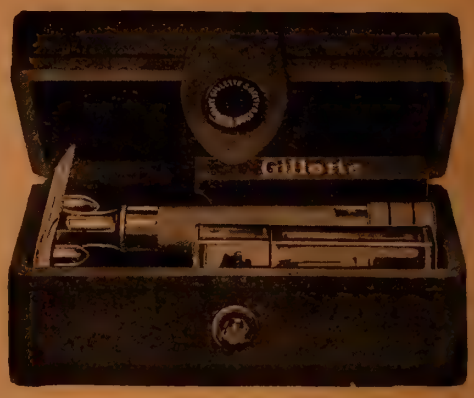
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Harry F. Moulden—
Travellers' Bldg., Winnipeg.
Canadian United Mfrs. Agency—
London, England.

TAYLOR FORBES CO. LTD.
GUELPH ONT

Index to Advertisers and Buyers' Guide Pages 58-60. Want ads page 62.

Show Them WHY GILLETTE Blades Shave Best

You know some men have an idea that, after all, there's no razor edge like that on the old-style forged steel blade. For some reason or other they fancy that the GILLETTE blade, stamped out of thin steel, can't be as hard and keen as a forged blade. So they don't buy a GILLETTE.



It is up to YOU TO SHOW THEM.

Tell them what "forging" really means. How the piece of mild steel is heated and hammered out till it takes the form of a razor blade. How every heating, every hammering, changes the hardness of the steel a little—how much, no man can tell, but more in some parts than others, because these parts are hammered out more.

Explain how impossible it is for the manufacturer to temper perfectly a blade of such uncertain hardness, and how widely different razors in the same lot vary.

Then tell them how we make GILLETTE blades. How we start with an ingot of steel too fine in quality to stand forging, *whose composition we know.* How we roll this out to the required thinness, then analyse the thin sheet before we stamp out or attempt to harden the blades.



The composition of the steel is thus proved, not altered, by the rolling and stamping as it is by forging, so that each GILLETTE blade comes out not only even in texture throughout, but of the same quality as every other blade. As our patented automatic tempering process tempers each blade *through and through* in precisely the same way, the finished blades have an even, uniform hardness which cannot possibly be equalled in forged blades.

A clear explanation along these lines will convince your customer that the GILLETTE carries the keenest, smoothest, hardest shaving edge in the world. To you this means a $5.00 sale instead of one for $1.50 or $2.00—a better pleased customer—and an annuity from the blades which he'll come in regularly to buy.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, England and Shanghai, China.
Factories in Montreal, Boston, Leicester, Berlin and Paris.

TRADE Gillette MARK
KNOWN THE WORLD OVER



THESE ARE

STAR PRODUCTS

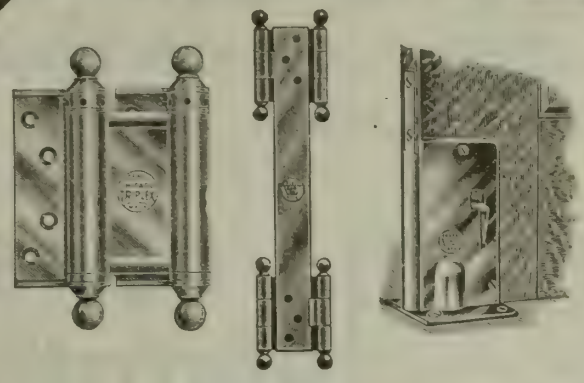
PROFITABLE STRONG SELLING PRODUCTS.

Every prominent JOBBER in every Wholesale Centre handles them.

Please order direct from them, or write us for descriptive booklets, and name of the nearest wholesaler to you.

STAR MANUFACTURING CO.
CARPENTERSVILLE, ILL., U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company

CHICAGO — NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

Dealers and Householders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

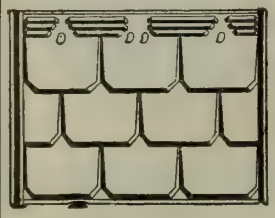
NORTH BROS. MFG. CO.

Philadelphia, Pa.

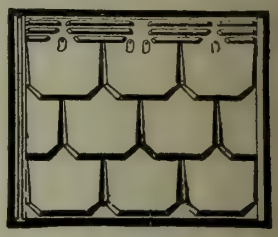


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction—roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has proven their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

THE S.M.P. Novelty Refrigerators and Galvanized Ice Boxes. Oak Grained.

Just the article needed for Summer Residences or Camps.



Novelty Refrigerators

No.	2	3	4
Inches	19 x 13¼ x 13¼	23 x 17 x 16	27 x 19¼ x 19¼

Ice Boxes.

	Small	Large
Dimensions	20¾ x 14¾ x 14¾	28 x 16½ x 16½



Prices on Application.

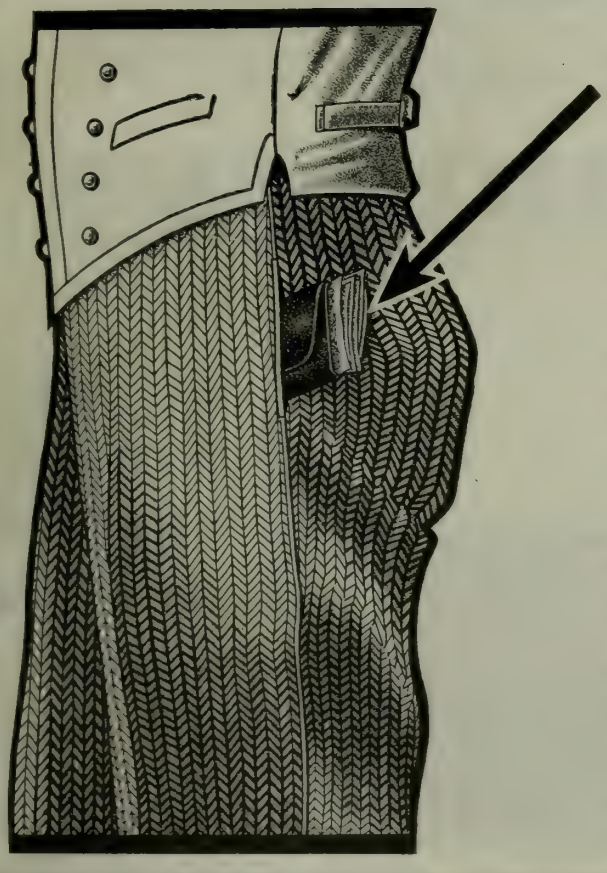
THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

MONEY IN YOUR POCKET



LEWISITE ROOFING is **BETTER** than other roofings.

It is a substantial, permanent, satisfactory roof covering that will withstand any climate.

LEWISITE ROOFING is One Solid Flexible Sheet, not several sheets stuck together, consequently it lies flat on the roof.

LEWISITE ROOFING is a Sheet of Special Felt impregnated with a preservative saturant and coated on both sides with a Heavy Gum Compound which makes it absolutely waterproof.

This Saturant and Coating is entirely different from the tarry or resinous substances used on cheap roofings. It contains no tar. It remains permanently proof against all kinds of weather---ice, snow, slush, hot sun---LEWISITE will resist them all.

It also resists fire and is unharmed by acid or alkali fumes that would destroy many roofings.

LEWISITE ROOFING

WILL PUT MONEY IN YOUR POCKET

BECAUSE it is what your customers want at the price they want to pay. it is a quality roofing that will give satisfaction and build up a good business for you in your locality.

We can offer you substantial proof of this. We can show you why LEWISITE is a better roofing, why it resists fire and is unharmed by acid fumes.

Will you let us lay the proof before you ?

It costs you nothing to investigate. When we prove what we say here,
IT WILL MEAN MONEY IN YOUR POCKET

LEWIS BROS., LIMITED, MONTREAL

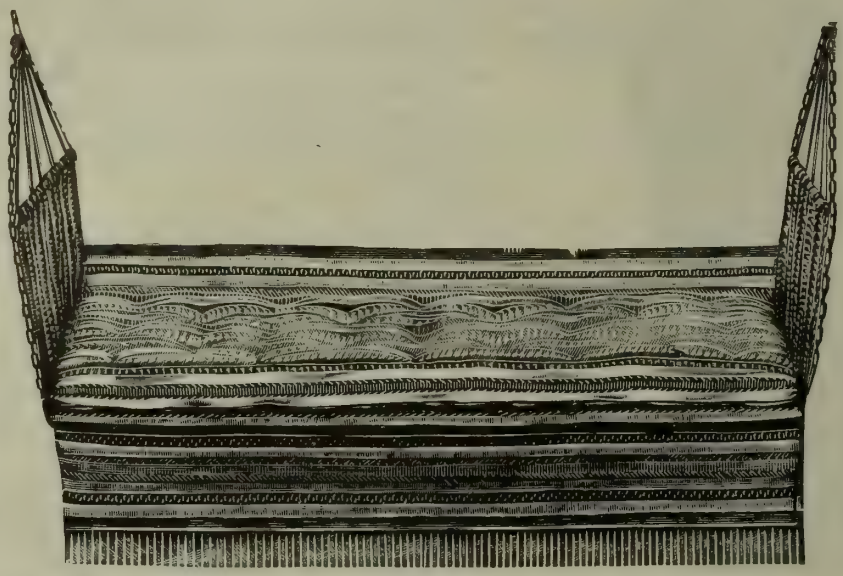
OTTAWA TORONTO VANCOUVER

Hardware Merchants

HERE IS A SPECIALTY YOU
CAN MAKE GOOD PROFIT ON

COUCH HAMMOCKS

Order a few for Samples It will Pay.



All live Hardware Merchants are stocking these Couches

COUCH HAMMOCKS

We are offering the Trade this season a Couch Hammock which has many advantages over any other on the market.

Consult us before placing your order for this line, as our prices are right and will interest you.

ALL ORDERS RECEIVE OUR PROMPT ATTENTION

We ship promptly ***WRITE FOR PRICE*** ***We ship promptly***

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

THE PRECISION OF

STANDARD DRILLS

THE SECRET OF THE GREAT
INCREASE IN THE SALE OF

STANDARD DRILLS

LIES IN THEIR

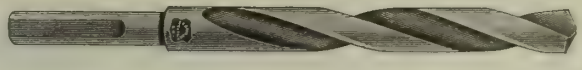
PRECISION and QUALITY

Made by Mechanics specially Skilled in their Particular Branches, and Expert in the Use of Precision Gauges, with which all Measurements in the Course of Manufacture is made.

With Using the Highest Grade of Material and Modern Machinery and Appliances, the Best to be had in Drills is the Result.









This is why STANDARD DRILLS are now used in the Leading RAILROAD, CAR and MACHINE SHOPS

When you need Drills let us hear from you. We will gladly co-operate with you with a view to furnishing the best tools for any particular purpose.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

All Bundles Tagged M·R·M CO. **with our Trade Mark**

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Hammock Days are Coming



Orders for Hammocks and Outing Goods generally should be placed at once. The rush is on and we're getting the benefit.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

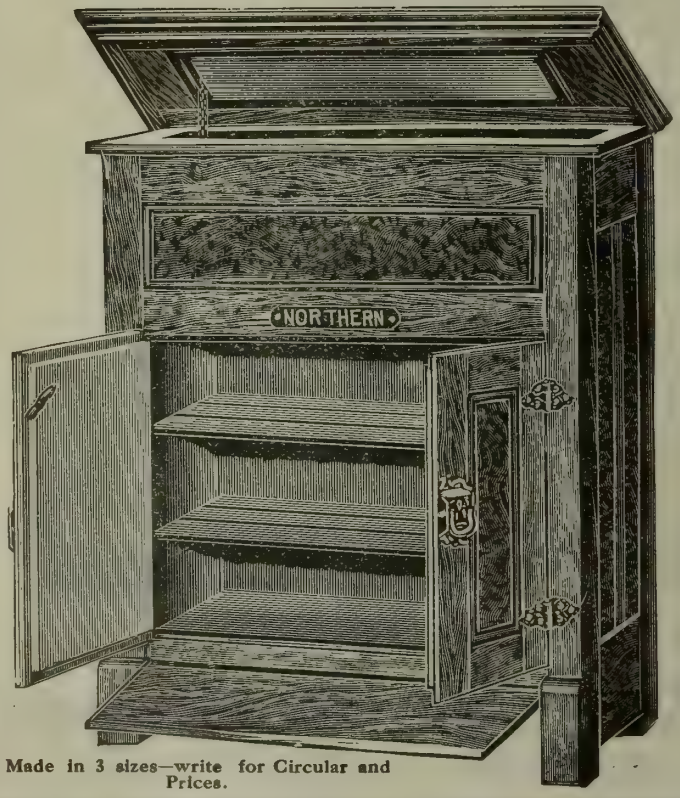
C S G Co.

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

THE NORTHERN REFRIGERATOR



Made in 3 sizes—write for Circular and Prices.

Dry Cold Air Principle

No interior sweating—Keeps food sweet and fresh with the least possible consumption of ice.

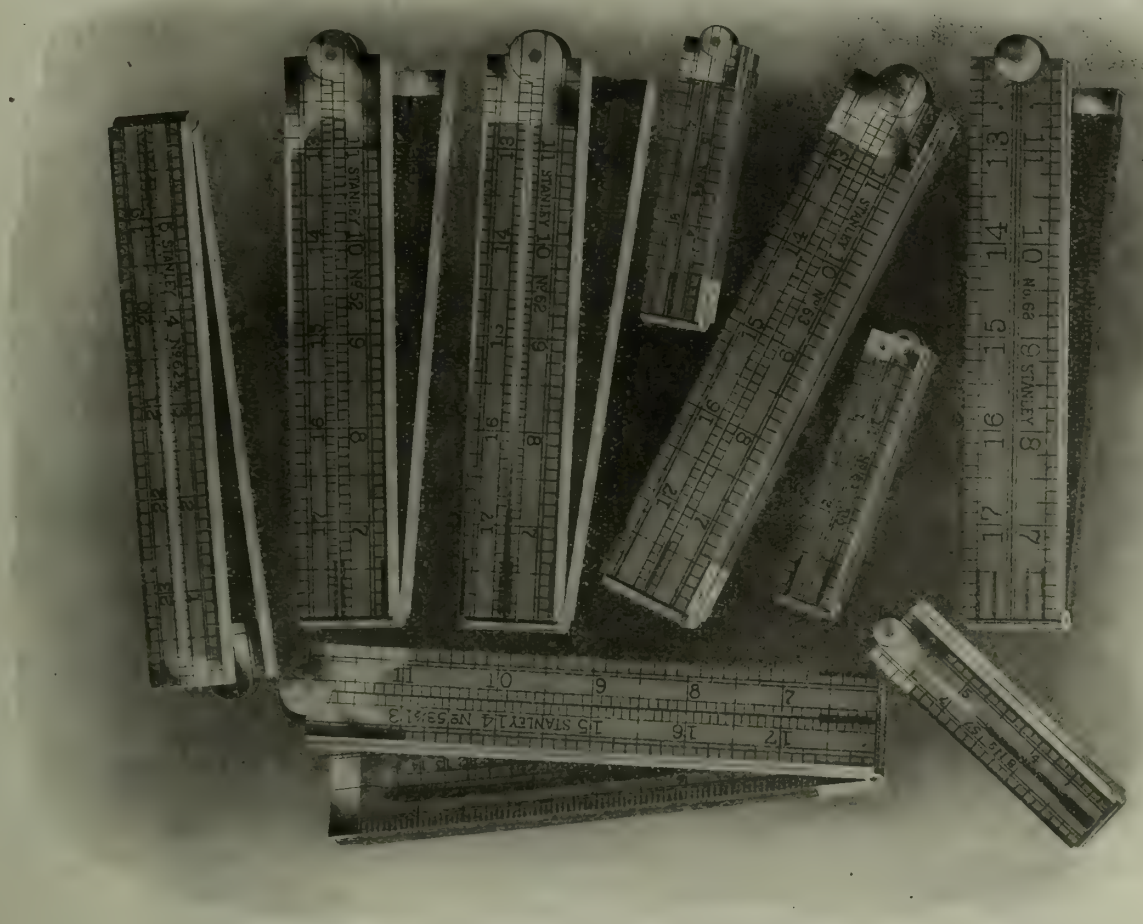
Made from well seasoned hardwood in natural antique finish.

New style swing base — Patent drip valve—Improved galvanized iron shelves —Raised panels — Fancy brass locks and hinges.

Order early to Insure Prompt Delivery

The Thos. Davidson Mfg. Co. Limited

Montreal - - - Winnipeg



Stanley Tools

BOXWOOD RULES as manufactured by us have a superiority due to the quality and seasoning of the wood, to the weight of the metal used in the Joints and Trimmings, the nicety of graduation, and the care given to the finish. The Rules are made in a wide variety of numbers, varying in length, width, forms of joints and plates, style of trim, and graduation.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

Address all cummunications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

BRANTFORD ALL-AROUND GLUE

(Granulated)

IN PACKAGES

BRANTFORD GLUE

(In Sheet, Flake or Ground Form)

Canada Glue Co., Limited

Brantford, Ont.

The **FLYER** A High Speed Hand Lever Ball Bearing **Washer**



Built up to a Standard not Down to a Price

Large and well balanced fly wheel carries the action along when in operation

Easy Movement—No Lost Power

Entire gear is attached to Cover and Lifts Easily with it

IT'S A GOOD ONE

Made by **Cummer-Dowswell, Limited, Hamilton, Ont.**

Eastern Agents:
W. L. HALDIMAND & SON, Montreal, Quebec.

Western Agents:
H. F. MOULDEN, Winnipeg, Man.

To the Hardware Merchants of Western Canada:

We take this opportunity of advising you that we have transferred the agency for our line of manufacture for Western Canada from the Western Associated Retailers Co. (formerly The W. A. Russell Co., Limited) to

MACKENZIE BROS.

Winnipeg and Calgary

We are shipping them a good stock of our well-known specialties, and they will be in a position to ship out goods promptly on your orders. This stock will consist of—

Star Haying Tools and Accessories
Star Litter and Feed Carriers
Cannon Ball Barn Door Hangers
Cannon Ball House Door Hangers
Cannon Ball Store Ladders
20th Century Barn Door Hangers
20th Century Barn Door Track
Flexo Barn Door Hangers
Flexo Barn Door Track
Star Barn Door Latches
Star Steel Adjustable Stanchions
Star Tackle Block Wire Stretchers
Ellwood Wire Stretchers
Knoxall Woven Wire Stretchers
Star Hoists
Star Steel Sleds, Coasters and Bobs
Star Coaster Wagons
Harvard Tank Heaters
Star Steel Screen Door Hinges
Star Anvils
Star Off-set Hinges
Handy Fast Pin Clevises
Harvard Hay Rack Fixtures

Their travellers will call on you in due course, and all orders sent them will receive careful attention.

HUNT, HELM, FERRIS & CO.

(Manufacturers of Hardware Specialties for 25 Years)

Harvard, Illinois

Fig 386

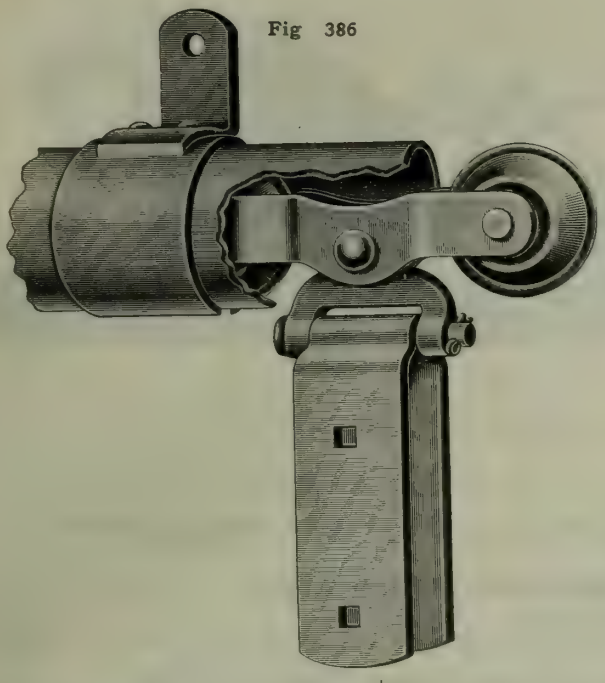


Fig. 404

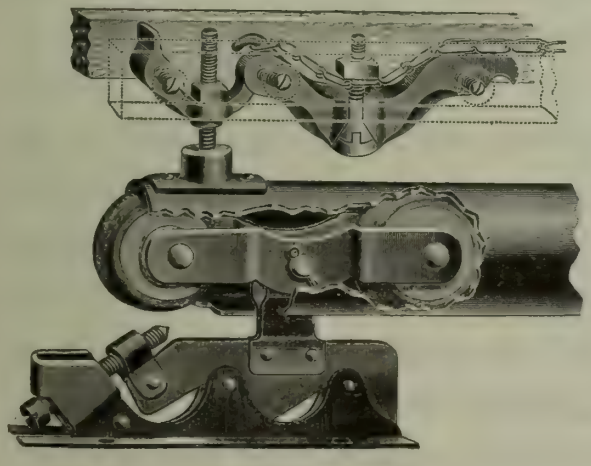
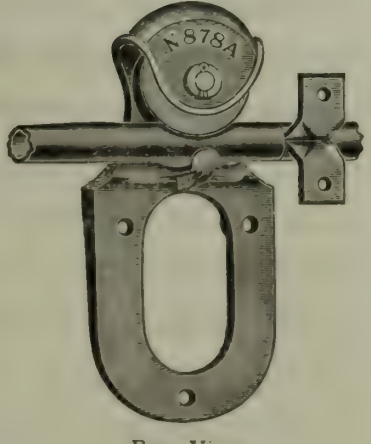


Fig. 28 Fig. 35



Front View



Rear View

The Cannon Ball Barn Door Hanger

Steel wheel, roller bearing, noiseless, tandem, flexible, bird-proof, waterproof, completely enclosed. The Track comes in 3-ft. sections, crated. 96 feet of track is packed in a crate. Can be put under the counter, making it convenient for stock. The Track Brackets are packed separately. Note that Cannon Ball Hangers run inside of the track, not outside.

"The Cannon Ball Beats Them ALL"

The Cannon Ball House Door Hanger

has two specially-formed rollers, which have steel bushings, covered with sole leather, making an indestructible wheel with wide tread and noiseless, being fitted with long roller bearings.

The Hangers are packed a full set or ½-set in a wooden box, neatly labeled. Ten full or ½-sets in a crate.

Cannon Ball House Door Track is made in lengths up to 12 feet, and is fitted with an Adjustable Wood Header, by means of which the Track is adjusted at the door opening with the use of a screw driver only.

"The Cannon Ball Beats Them ALL"

The 20th Century Barn Door Hanger

is finished in aluminum. The frame and hood of the hanger are one malleable piece, thus making the hanger strong enough for the largest doors.

The wheels have wide grooves and run on hardened steel roller bearings, reducing the friction to a minimum.

A lip projecting about 1 in. below the wheel makes it impossible for the hanger to jump the track.

20th Century Barn Door Track is put up in 2-ft. sections only, 100 ft. in a crate, making it convenient to stock right under the counter.

"The 20th Century Has No Equal"

Mackenzie Bros., Agents, Winnipeg and Calgary

Hunt, Helm, Ferris & Co., Manufacturers, Harvard, Illinois



Form 124-15M-12-3-09

W. J. SHEPPARD, President, Waubaushene, Ont
H. H. GILDERSLEEVE, Manager, Collingwood, Ont
C. H. NICHOLSON, Traffic Manager, Sarnia, Ont
C. A. MACDONALD, Comptroller, Collingwood, Ont.

THE NORTHERN NAVIGATION COMPANY
OF ONTARIO, LIMITED

C. A MACDONALD, Comptroller

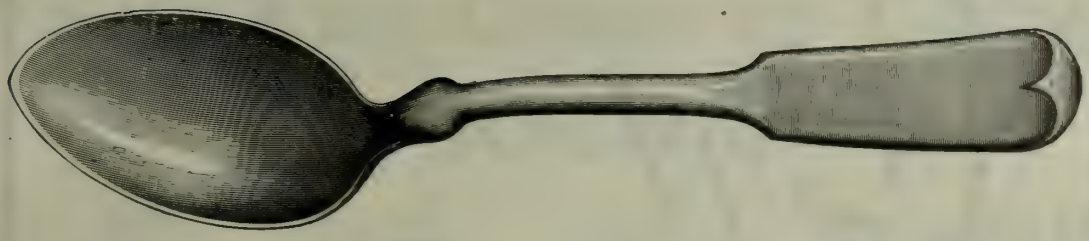
COLLINGWOOD, CANADA, Sept. 2, 1909.

DICTATED BY M/1 IN YOUR REPLY REFER TO FILE NO. S.4.

E. G. Gooderham, Esq.,
President, Toronto Silver Plate Company, Limited,
Toronto.

Dear Sir:-

As you are perfectly aware, our Company as well as the combined Companies for which we purchased some years ago were in the habit of purchasing their silverware from your Company and we always found that any goods supplied by you were fully up to any representations you had made regarding them. Three years ago we, through some changes made in our Company were induced to buy another make of ware, which we put on our Steamers and after two years' trial found that they were not giving the same wear that yours had previously done, and as we were about to purchase the silverwear for our steamer HAMONIC, which we were just bringing out this year, we naturally felt that it was up to the Purchasing Department of our Company to get the very best goods for the money that could possibly be obtained in Canada. In doing this we invited tenders which we received together with samples, and after looking them over carefully and noting particularly one feature, the quality of nickel silver which was put into the manufacture of the goods we required, we decided to give the order to your Company.



E.G.G. -2-

As the design which you submitted met with the approval of our people, and considering the satisfaction you had given us on former occasions we felt that you were entitled to our confidence.

We have no hesitation in saying that after the goods having been used on our Steamers for the past three months, we have found them fully up to our expectations, and not only that but they have been admired by a very large proportion of the passengers who have travelled on our boats. We certainly feel that we cannot in justice to you say anything but what is of the highest praise for the goods supplied by your Company during this past year, and I think that you may safely rest assured that as long as we get the same satisfaction from your Company that we have had this year, you will be entitled to the consideration of any future orders which we may be able to give your Company.

Wishing you and your Company every success as a purely Canadian industry, which I can assure you bore a great deal of inducement with us in placing our order, as we were building a Canadian ship with Canadian material as far as possible and Canadian workmen, so that we can conscientiously say when completed that our new Steamer HAMONIC was a Canadian product pure and simple.

Yours truly,

C. Macdonald

COMPTROLLER

APPROVED:

H. H. Vaughan

MANAGER.

New Catalog No. 10



304 PAGES

Have You Received a Copy?

It is yours for the asking; also the pocket size FREE for distribution among your own customers.

No dealer should be without this fine book of tools, in which we are showing for the first time MANY NEW ITEMS that are bound to prove popular. You should be sure and look them over.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS, U.S.A.

When You Come to Compare Results



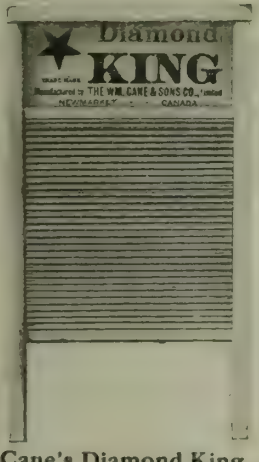
CANE'S WASHBOARDS

easily take their place as the best for every purpose.

Cane's Washboards are made for special uses, and to meet every preference.

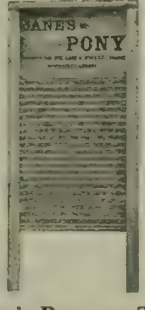
The Grades and Styles are so varied that you can suit exactly the needs of your customers.

ON THE ROLL OF HONOR ARE



Cane's Diamond King

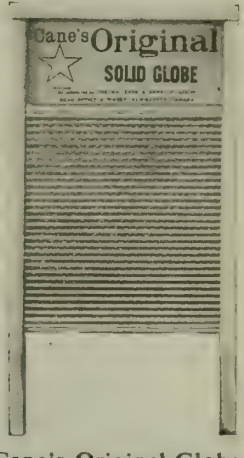
The easiest washing glass board on the market, made from best English glass in selected wood frame, lock corner and well finished. The king of washboards.



Cane's Pony or Toy

Affords a handy, neat way of cleaning dainty laces and very small articles; is well made and strong

And Many Others Fully Shown in Our Booklet



Cane's Original Globe

Solid heavy jointed back, zinc rubbing plate, lock corner and well made throughout.

Cane's Wash Day Woodenware

FROM CLOTHESPINS TO IRONING BOARDS

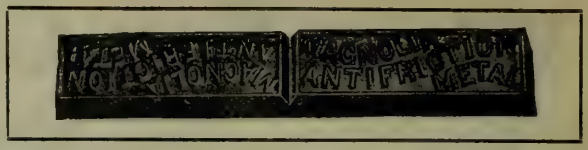
IS EXCEPTIONAL IN GRADE AND PRICE

THE WM. CANE & SONS CO., Limited

NEWMARKET CANADA

A REMARKABLE TEST OF MAGNOLIA

BY THE UNITED STATES GOVERNMENT
USING WATER AS A LUBRICANT



The "No. 2 Magnolia" mentioned in "TABLE E" contained the same proportions of tin, antimony and lead as the genuine "No. 1 Magnolia," but did not contain graphite, nor was it treated by our special foundry process: however it was made of virgin materials mixed in the ordinary way, and would class as a high grade babbitt.

TABLE E. Giving results of combined ahead and reverse for friction test of Magnolia and "A" White Brass for each change of weight for 100 lbs. per square inch to 600 lbs. per square inch of projected area of bearing surface by increasing weight 100 lbs. per square inch at each change—**Lubricant: Water.**

METALS.	Weight applied in lbs. per square inch.	Time in minutes.	Revolutions Total.	Revolutions Per minute.	Velocity or rubbing surface in feet per minute.	TEMPERATURE. Of air in room At beginning.	Of air in room Maximum.	Of air in room Mean.	Of air in room Mean. increase.	Of water bath. At beginning.	Of water bath. Maximum.	Of water bath. Mean.	Of water bath. Mean. increase.	Of test metal. At beginning.	Of test metal. Maximum.	Of test metal. Mean.	Of test metal. Mean. increase.	Co-efficient of friction.	Comparative values as anti-friction metals from the co-efficients.
Magnolia No. 1	200	60	58.585	488.21	511.25	60.0	62.0	60.25	0.25	61.6	90.0	73.0	12.00	60.0	84.0	69.58	9.58	0.00159375	12.4811
" No. 2	...	..	58.835	490.29	513.45	62.5	64.0	63.16	0.66	91.0	98.0	95.50	4.50	84.5	94.0	91.58	7.08	0.0049479	4.0202
A white brass	...	..	58.170	484.75	507.63	59.5	66.0	62.66	3.16	85.0	154.0	131.41	46.41	78.0	144.0	123.16	45.16	0.0198916	1.0000
Magnolia No. 1	300	60	59.025	491.87	515.09	62.5	63.0	61.41	−1.09	59.5	80.0	72.58	13.08	60.0	77.0	69.66	9.66	0.00080208	
"	400	60	59.345	494.54	517.88	64.5	66.0	65.58	1.08	69.0	90.0	81.24	12.24	68.0	86.0	78.4	10.40	0.00129166	
"	500	60	58.650	488.75	511.82	72.0	76.0	73.33	1.33	77.5	142.0	105.33	28.83	77.0	130.0	98.58	22.58	0.002427	
"	600	60	58.870	490.58	513.74	68.5	71.0	68.25	−0.25	78.0	140.0	97.08	19.08	76.5	124.0	92.60	16.16	0.00275	

"A White Brass" could be tested up to only 200 lbs. per square inch, as the machine would not turn beyond that weight. The Testing Machine turned easily up to 600 lbs. per square inch with the genuine Magnolia No. 1.

It was not thought necessary to test the No. 2 metal beyond 200 lbs. per square inch. This Water Test shows the true intrinsic value of Magnolia Metal as compared with other metals: It also demonstrates that a metal may show relatively the same analysis as Magnolia and yet fall far short of giving equal results; it also shows the destructive effect of frictional heat on even a very hard metal like White Brass.

It will be observed that the genuine Magnolia Metal (No. 1) proved to be twelve times superior anti-frictionally to white brass and three times superior to the No. 2 or ordinary grade of babbitt.

Sold by Leading Dealers Everywhere or by

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal
New York Chicago

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout



The "CHRISTY" Safety Razor Outfit.

Quick Action, Good, Clean and Easy Shave

RETAILS AT $1.50

COMPLETE WITH SIX SHEFFIELD STEEL BLADES, STROP HOLDER, AND STROP

Prices and discounts on application.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Made-up Cans and Trimmings

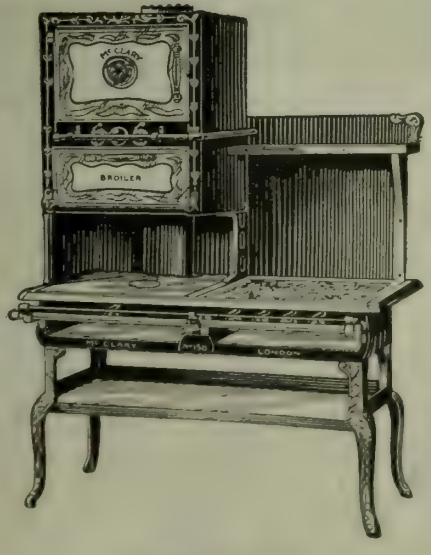


We can supply made-up:

Milk Cans
Cream Cans
Creamery Cans
Railroad or Delivery Cans
"Samson" Hand Delivery Cans

And, moreover, we can supply any trimmings required for the e cans. We carry a heavy stock of trimmed sheets, all sizes and gauges.

"McCLARY" GAS RANGES



Style H, No. 158---With Left hand Oven
Length 42½ inches over all

Style H, right and left hand oven range is considered the acme of Gas Range efficiency. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This range is fitted with High Shelf and also large 18 inch polished cast iron griddle plate with two burners below.

McCLARY'S

LONDON
WINNIPEG
CALGARY

TORONTO
VANCOUVER
HAMILTON

MONTREAL
ST. JOHN
SASKATOON

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries co ne from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

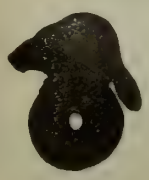


PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 108-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FILTERS.



FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

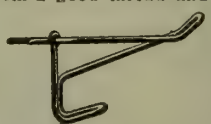
GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.
Send for Sample to
JAMES & REID, Sole Mfrs.
Perth - - Ont.



IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Wagon Covers, Horse Covers, Tarpaulins, Etc.
Enquiries Solicited
193 Commissioner St., Montreal

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MONKEY JACKS.

Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.
Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham, Victoria, Australia

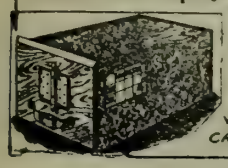
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

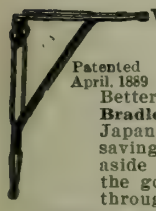
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

Patented April, 1889

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

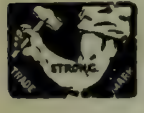
STEEL STAMPS.

You simply cannot afford to buy a dollar's worth of Steel Stamps, Stencils, Brass Signs, Checks, Machine Name Plates, Stamped Metal Goods, Pattern Letters and Figures, Tags, Badges, etc., until you have our prices. We can save you money.

The Mayo-Brown Mfg. Co.

HAMILTON, CAN.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90% tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL C.
106 N. Francisco Ave.
CHICAGO, U. S. A.





Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

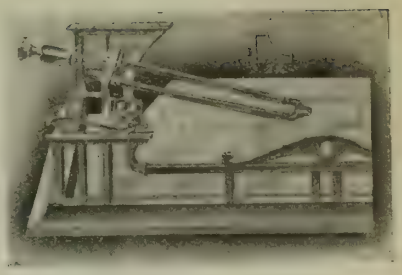
Clothes Wringers
1, 2 and 3 YEAR GUARANTEES
Flexible Drag Tooth Harrows
3|4, 11|16 and 9|16
The Estate of O. D. COWAN,
Gananoque, Ont.
Agents:
Asselin & McMaster, - J. A. Giard,
207 St. James St., Montreal. Quebec, P.Q.

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

WIRE SPRINGS.

WE MANUFACTURE
WIRE SPRINGS
FOR EVERY PURPOSE
James Steele, Limited, Guelph



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer oi all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. **WRITE FOR CATALOG.**

Canadian Representative—H. L. SOPER.
469 Margueretta Street, - - TORONTO



HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



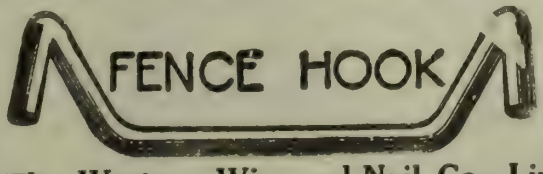
Made by
A. SHAW & SON, - London, Eng
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

MAKE ADVERTISING WORK FOR YOU

At a meeting of the Toronto Advertising Club at McConkey's last Saturday some two hundred men sat down to lunch together and the President of the Toronto Board of Trade was Chairman. The leading business men of the town were among the gathering. Ten years ago an ad. club luncheon in this town would have meant the gathering of a baker's dozen of solicitors for local papers. *Why then this change?*

Because good merchants have wakened up and know something about the *selling power* of well-written advertisements in well-selected papers. One weekly publication on the American side, with a circulation of just about two million, gets Four Thousand Dollars a page for a single advertisement; and in a recent issue there were thirty-two pages of ads. —a number of pretty hard-headed business men had spent that One Hundred and Twenty-eight Thousand Dollars in one paper, in one week, because *they knew it would sell goods in proportion.*

ADVERTISEMENTS HAVE AFFECTED YOU.

Take yourself, Mr. Hardware Dealer, when you buy goods for your own household or personal use, haven't you in your shopping asked for Waterman pens—Grapenuts—Heinz Sauces—National Cash Registers—Slater Shoes—Christie Biscuits—Williams Shaving Soap? Yet you certainly have never come in contact with a salesman representing each of these lines. Cold type, or rather, splendidly written ads., have sent you into stores *with a request for these goods.* And the man who sold you a substitute had to work hard to do it, and sometimes *he didn't sell you at all,* because he didn't have what you wanted.

THE GUARANTEE ON ALL ADVERTISED GOODS.

Advertised goods really are *best* and people are beginning to realize it. They are made better than non-advertised goods and this is the reason. Supposing this company has spent a certain amount of money in your town, or in papers that come to your town, advertising the GURNEY-OXFORD Trade Mark. If we shipped *one range* that was not satisfactory to that town *we would undo all the good that money had bought us.* Every dollar of advertising a manufacturer puts into a locality is a *guarantee* of quality in his shipments because one enemy will undo all the work of his advertising. Therefore, a manufacturer with an advertising appropriation is more careful to make his goods *right* than a manufacturer *without* one. So people who buy advertised goods, while not reasoning it out this way, know that they are practically always excellent. You do, and that's why you ask for Christie Biscuits, Heinz, National Cash Registers, etc.

If a Trade Mark is good to buy on, *it's good to sell on.* When a woman wants a new range, she'll think of an advertised brand *sure,* and if you make your selling effort on a name she already knows and has confidence in, the remark, *"We'll take it,"* will come easier and more surely. Now, how many brands of stoves are there in Canada, Mr. Dealer? About seventy-five. How many nationally advertised brands? Ask your local newspaperman. Not five.

THIS PRINCIPLE APPLIED TO YOUR STORE.

The GURNEY-OXFORD Brand will this year be backed by the most comprehensixe advertising proposition ever placed before a Canadian stove man. Included in that plan are some new wrinkles *as effective in an advertising way as the GURNEY-OXFORD Economizer is in stove construction.*

Therefore, just as you are a good business man you will make a point of having this book *before you buy another unadvertised stove.* This book will make you see that this year GURNEY-OXFORD Dealers will have a long start on the man who doesn't believe in advertising. A post card to our nearest office, making sure of a copy of this book, published May 15th—would be the part of wisdom.

The GURNEY FOUNDRY CO., Ltd.

TORONTO, HAMILTON, MONTREAL
WINNIPEG, CALGARY, VANCOUVER

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

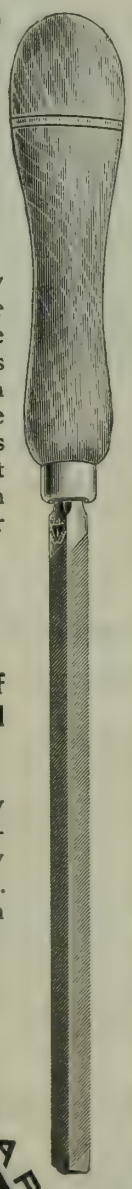
General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FILES OF QUALITY

"DELTA SPECIAL"



This file is made very slim and blunt to file Panel and all fine tooth saws. It has more teeth to the inch and has a sharper edge than other files so as to leave a clean gullet and a smooth, even tooth on the saw after filing. Made of

S. & C. Wardlow's Best English Steel.

A Hand Saw File of unusual quality and temper.

Delta Files have every advantage in the making and give every facility in the using. Write for information and prices.

They bring results.

TRADE MARK

DELTA File Works

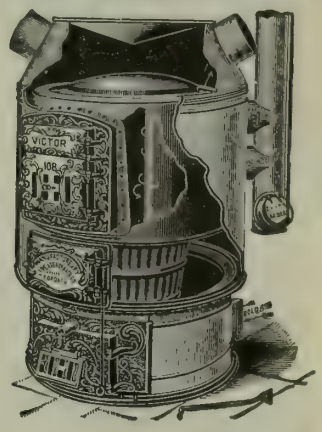
PHILADELPHIA, Pa., U.S.A.

Chicago Office: 108 W. Lake St.

Canadian Selling Agents:

H. S. Howland, Sons & Company, - Toronto
Stark-Scybold, - - - - Montreal
Wm. Stairs, Son & Morrow, - - Halifax

"VICTOR" Warm Air FURNACE



With Duplex or Anti-clinker grate.

A strictly high-grade furnace, modern in construction and a powerful heat producer.

Made in four sizes and sold at prices that permit of their being figured on competitive contracts.

Our reputation of long-standing for only high-grade heater construction, coupled with the valuable assistance we can accord you through our Travelling Rrepresentatives and our advertising campaign, will help boom your Heating Sales.

Have you received copy of our new Price List, No. 75?

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

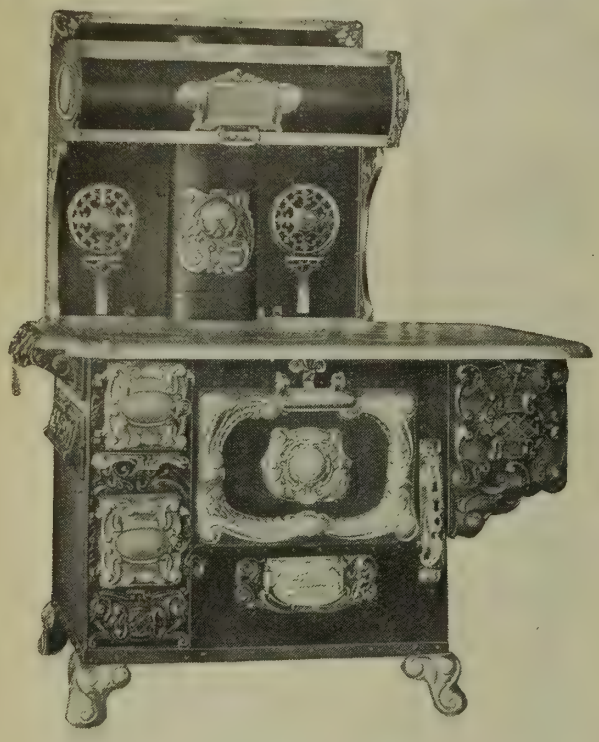
PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

Favorite Stoves and Ranges



Are a Profitable Line to Handle

The CROWN FAVORITE is a range that every Live Dealer should have on his floor. It has class and individuality and can be sold at a price that will net a handsome profit and every one sold insures a permanent and satisfied customer.

The CROWN FAVORITE makes a dull store busy and a dull home cheery. Write for descriptive circulars of this Range, we know the price will please you.

Made in two sizes, 16 and 18-inch ovens, six-hole tops, Duplex grates, for coal or wood.

Crated weight of Square Range with High Closet.. 340 lbs.
Crated weight with Reservoir and High Closet 400 lbs.

Large stock of these ranges carried at our branch

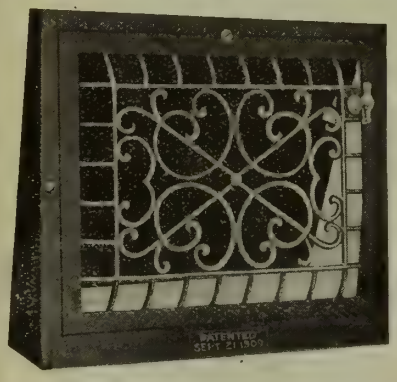
260 PRINCESS ST., WINNIPEG

Findlay Bros. & Co., Limited

Carleton Place, Ont., and Winnipeg

Distributing Agencies :—

D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

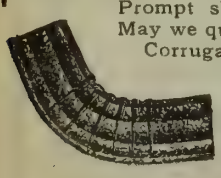


UNIFORM IN QUALITY AND MAKE

The uniformity in quality and make of our

Eavetrough and Conductor Pipes

has established for us a splendid reputation in the trade, which you can share if you are handling these well-known lines.
Prompt shipments are a specialty of ours, all orders being despatched same day as received.
May we quote you on your requirements in Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Iron Sheets, Corrugated Roofing and Siding?



Write us to-day for details and prices

WHEELER & BAIN, THE QUICK SHIPPERS, Toronto, Can.



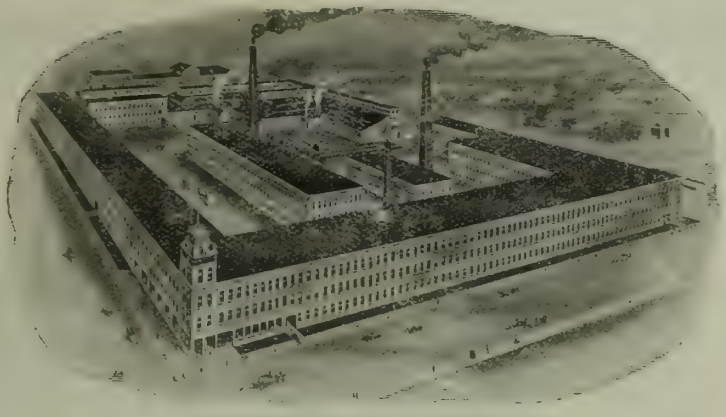
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

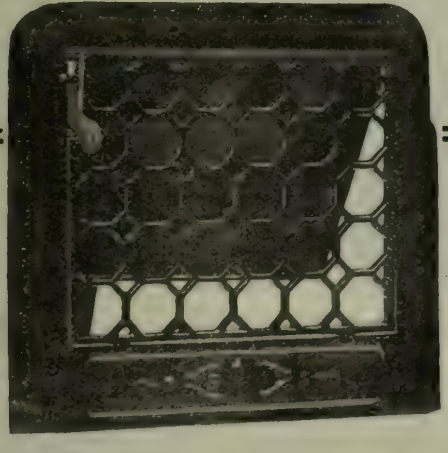


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



The Empire Special Convex Reversible "Wafer"

This entirely new register has already made a place for itself among the building trades. Can be used where a projecting register would be unsightly, is handsome in design, well finished and has been a ready seller from its introduction.

PUSH THIS LINE—IT WILL CERTAINLY REPAY THE EFFORT.
WRITE US FOR FULL PARTICULARS AND PRICES.

The Canadian Heating and Ventilating Company, Limited

Western Agents Christie Bros. Co., Ltd., Henry and Park Streets, Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.

OWEN SOUND, ONT.

HECLA FURNACES

YOU SHOULD SELL

The Well-Advertised Line. The Line with a Good Reputation.

Made in 5 Sizes



For Hard Coal, Soft Coal or Wood

It is easy to sell the line that backs up its advertising with

HECLA FUSED JOINTS. (PATENTED) **HECLA STEEL RIBBED FIRE POTS.** (PATENTED)

HECLA CAST COMBUSTION CHAMBERS. HECLA CIRCULAR WATER PANS.

HECLA INDIVIDUAL GRATE BARS.

Write for our Catalogue. We have an Interesting Selling Plan.

CLARE BROS. & CO., Ltd., PRESTON, Ont.

BRANCHES:

Clare & Brockest, Limited, Winnipeg. Reynolds & Jackson, Calgary.
Race, Hunt & Giddy, Edmonton. J. M. Kains & Co., Vancouver.
The Mechanics Supply, Quebec.

MAKES THE JOB EASY!

If the hand that rocks the cradle, and likewise rules the world, knew how much easier the job would be with a range of the

COLONIAL LINE

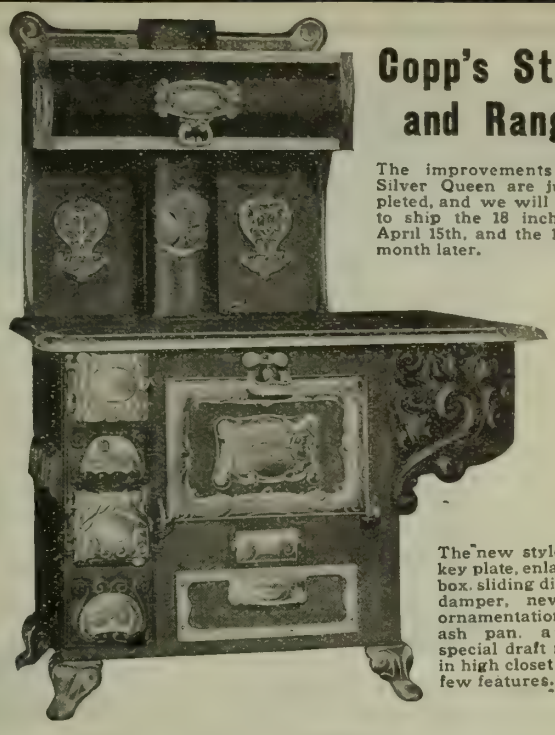
in the kitchen, they would never buy any other. **Many of them won't.**

These Ranges are beautiful in appearance, an adornment to any home, economical on fuel, easy to regulate, fitted with loose nickel parts—a great saving of labor in cleaning—and are perfect bakers.

Mr. Dealer, it will be to YOUR interest to have this line on the floor, it has been a leader. "When you buy the Percival you buy the Best."

The Percival Plow & Stove Co., Ltd.

Merrickville, Ont.



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lift key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

When You Sell Clipping Machines Sell the World's Best



They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways



All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

MORRISON HOSE GOODS



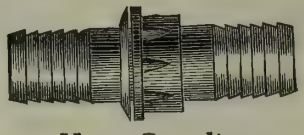
Simplex Spray Nozzle
Fig. 1071



Light Pattern Hose Branch
Fig. 1041

We manufacture and stock a complete line of Hose Goods, suitable for all purposes, including

Hose	Couplings
Hose Reels	Nipples
Hose Racks	Reducers
Nozzles	Clamps
Sprinklers	Washers



Hose Coupling
Fig. 1052



The Daisy Lawn Sprinkler
Fig. 1084

THE JAMES MORRISON BRASS MFG. CO., Ltd.

93-97 ADELAIDE ST. WEST, TORONTO

ATKINS

Profitable Saws



No. 190

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.

E. C. ATKINS & CO., Inc.

Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.



Natives busy digging asphalt from Trinidad Lake for Genasco Roofing

Lasting quality is the real roofing test

Every thrifty customer sets this quality standard in his mind when he goes to buy roofing. If you sell roofing that never "goes back" on your customer, you can be pretty sure he'll never go back on you.

To make absolutely certain of roofing that lasts, sell him

Genasco

the Trinidad-Lake-Asphalt Roofing

You know you can depend on Genasco as an absolute waterproofer and resister of all kinds of weather. The *natural* oils of Trinidad Lake asphalt keep Genasco full of life; and they do not dry out and leave the roofing to crack and crumble like roofings made of artificial socalled asphalts.

Genasco sales mean satisfied customers. And that is the kind you want more of.

Stock up and get your share of this desirable business.

The Kant-leak Kleet is the lasting-quality fastener for roofing laps. Does away with cement and nail-leaks, and makes absolutely water-tight seams.

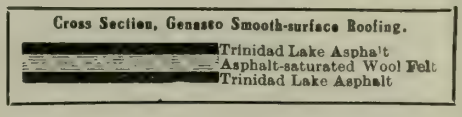
Order Genasco from your jobber with Kant-leak Kleets packed in the rolls.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago



Caverhill, Leafmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.



The Merchants' Profit-Maker

THE BOWSER WIRE CLOTH DISPLAY RACKS

6 DIFFERENT SIZES

Insist that your jobber supply you with one of these racks, you cannot afford to wait. Do not forget to ask for the **BOWSER.**

Write for Circulars and Price List at once.

R. M. Bowser & Son, Patentees and Manufacturers

RENFREW, - - PA.

Dept (D)



Retiring from Business on June 1st

Complete Sale Hardware Store Fixtures

ALL IN SPLENDID CONDITION

SHELVING, COUNTERS, SHOWCASES, SILENT SALESMEN, CASH REGISTER (5 drawers), SAFE, DISPLAY TABLES, TYPEWRITER, CUTLERY BOXES, WINDOW MIRROR.

Other articles too numerous to mention. Write for information, prices, etc.

MACDONALD & FLEMING, Portage Ave., WINNIPEG



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear-Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

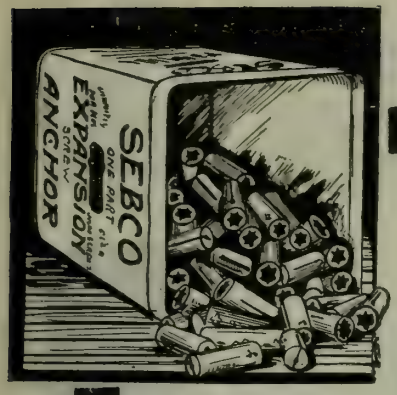
You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H



SEBCO PRODUCTS

SEBCO Products are endorsed by representative Hardware Houses throughout the United States. The entire trade are pleased with our liberal and modern methods and the Sebco Products are in universal demand.

We refer to our dealers every day, inquiries that come to us through our advertising in the leading publications, to builders, contractors, architects, engineers, electricians, and mechanics—all people from whom you want to get business.

If you will send for our Special Dealers' Proposition you will learn of something that is making money for others and that should be making money for you.

Star Expansion Bolt Company

147 Cedar St., CAT. DEPT. No. 26, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.

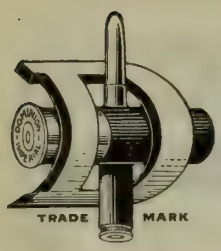


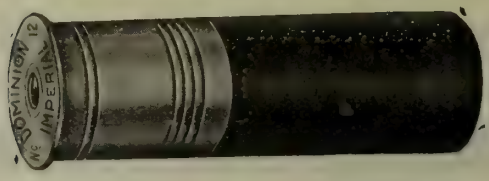
THE ENTERPRISE MFG. CO.
AKRON, OHIO. U.S.A
EXCLUSIVELY MANUFACTURERS

Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.



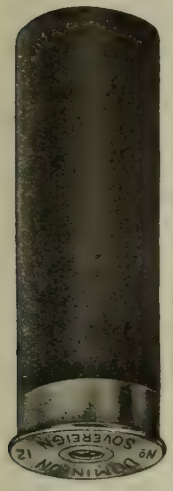




DOMINION

GUARANTEED

AMMUNITION



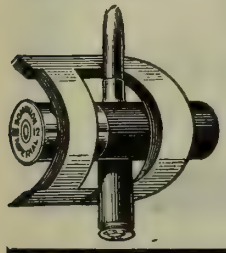


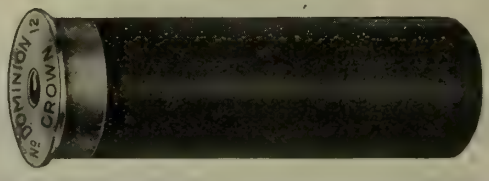
Is easier to sell than imported brands.
You don't need to exaggerate—the truth about them is the strongest selling talk.
Compare them point for point with any other make and you will see the truth of this assertion.
Every sale means a satisfied customer and best profits.

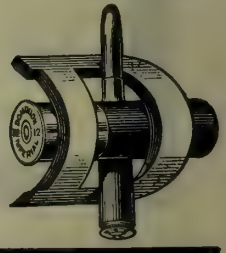
Specify CANADIAN MADE AMMUNITION.

Dominion Cartridge Company, Limited

MONTREAL. - CANADA







REMINGTON UMC
TRADE MARK

PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION.

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC ***Arrow and Nitro Club Smokeless Shot Shells***

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC ***Steel Lined Shot Shells***

have won the Grand Canadian Handicap for five years straight.
Dependability is guaranteed by the name,

Remington-UMC

Remington-UMC, the perfect shooting combination,

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Forty-four Years as Retail Hardwaremen

Harland Bros., of Clinton, Ont., Opened Hardware Store in 1867, and Are Still At It—Interesting Review of Their Long History in the Trade—Recently Sold Tinsmithing and Plumbing Department.

A hardware business which dates its history from 1867, and which is still in possession of the original founders, is indeed a rarity in so young a country as Canada. Yet such is true in the case of Harland Bros., whose hardware store at Clinton is one of the neatest and most complete in Western Ontario.

A change took place in Harland Bros.' business a few weeks ago, when they disposed of the plumbing, heating and tinsmithing department to Byam & Sutter, of Stratford. This change in so old a concern awakened the reminiscent spirit in their fellow business men of the town, and the fact that their store was as old as the Dominion of Can-



WM. S. HARLAND,
Of Harland Bros., Clinton, Ont.

ada, that it had been established in the very year of Confederation, was seized upon as an interesting item in their history. When a Hardware and Metal representative recently visited Clinton, he heard frequent mention of this fact, and he saw that an interesting article could be prepared on this subject.

Both Partners Hale and Hearty.

In spite of their long and, at times, strenuous business career, both members of the firm are in the best of health, and, as their portraits show, will be good for many more years of active business life. They are proud of their long connection with the hardware trade, and, in fact, the business people of the town in general feel a genuine pride in the long and honorable history of a Clinton firm.

Wm. S. Harland, the elder of the brothers, had his first hardware and tinsmithing experience in the United States, but he was residing in the Township of Chinquacousy, Peel County in 1867. At that time, he and his brother, J. T. Harland, determined to establish themselves at Clinton, and they accordingly opened a small tinshop there.

For fifteen years they dealt almost exclusively in tinware, but at the end of that time they had an opportunity to purchase the hardware stock of R. M. Raay, which they did.

Early Experiences.

Canadian life was very primitive in those early days, and Harland Bros. have some very interesting and amusing stories to tell of their business experiences.

Clinton was served then by only one railway, running east and west, but as it was the nearest railway station for a very wide extent of country, customers came into the village from many miles north and south, driving their ox teams over very bad roads. This made Clinton quite a business centre, and the merchants prospered, Harland Bros. among the rest.

Currency was exceedingly scarce in that district — so scarce, indeed, that business was largely done on the principle of barter and exchange. Customers would offer, in exchange for hardware, such articles as shingles, sheepskins, hides, furs and various other goods which are the products of the primitive settlers.

The goods they took away from Harland Bros.' store would look very peculiar to the present day customers of the firm. Those were the days when the time-honored candle moulds and candlesticks were in vogue. The lanterns carried at that time, were made of perforated tin, and had very much the appearance of nutmeg graters.

The hardware store did not contain any of the luxuries and package goods which are coming to fill so large a function in the modern establishment. The stock of Harland Bros., and of their competitors, at that time, consisted of the muscle-developing necessities of the day. There were scythes, axes and saws, of primitive pattern compared with the same goods of to-day—stoves with the old-fashioned elevated oven, and many other articles now obsolete. Comfort in the hardware business, as it is now known, was unthought of.

A Good Training School.

It is only natural to suppose that a firm who had been themselves so thoroughly grounded in the rudiments of the hardware business should be able to train up their subordinates to be good hardwaremen, also. It is one of Harland Bros.' proudest boasts that many of the men who served their apprenticeship in the Clinton store are now prominent and successful hardware merchants in various parts of Canada and the United States.

Methods are Modern.

Harland Bros. do not belong to that class of hardwaremen who think that because they have been a certain number of years in business they have nothing further to learn about merchandising. Surely an experience of forty-four years



J. T. HARLAND,
Of Harland Bros., Clinton Ont.

would justify such an opinion, if it were at all justifiable.

This firm are wideawake to every possibility which presents itself. They are open to adopt new ideas if they are good, no matter what their source. They are not yet through with studying how to improve their business.

The result is that their hardware store as at present equipped is a credit to their town, and one of the best retail hardware establishments in Western Ontario. It will not stand still. Despite their forty-four years in the hardware business, Harland Bros. are both in vigorous health to-day, and they undoubtedly have a long period of successful retailing still ahead of them.

One-Price System is Safest

Dangers of Quoting One Customer Lower Price Than Others —Customers are Lost Through This Method — Clerks Should Not Cut Price to Their Personal Friends.

"One price to everybody" was the subject of a conversation a representative of Hardware and Metal had recently with the manager of a prosperous retail hardware store.

The question put to him was this: "A man goes into a store in which one of the clerks is an intimate acquaintance. He buys an article. Let it be anything you will. Say a pocket knife marked at sixty cents. The customer says 'How much, Tom?' and the latter hesitates a minute and says 'Oh, fifty cents to you, I guess.' Now can the store really afford to allow this principle of a special price to friends continue indefinitely?"

The manager answered by saying that his method was one price to everybody, and went into details on the question to prove why this was the safest principle and also the most profitable.

Lawn Mower Sale Lost a Customer.

"You know, that our store is looked upon as one of the best in this town," he said, "and we have a good class of customers who are willing to pay good prices. Not long ago a friend of mine asked me to show him something in lawn mowers. After looking over the stock he bought one for $4.50, which was fifty cents below the marked price. I think that was the figure. However, sometime previously, I sold a mower to another acquaintance, one whom I knew only fairly well, and as I afterwards remembered, it was the same make and style but was sold at the regular marked price. These two men lived on the same street as I knew, but it was a fact that did not present itself to me until far too late. In some way or another while one was passing the other's house while the latter was using his mower they got into a conversation which turning to lawns and mowers, touched upan prices, and the one man discovered that he had paid fifty cents more for the same article than had the other.

"My friend told me about it after and since that occasion I don't think I have seen the other in the store, and to tell the truth I do not blame him. The point that I want to emphasize is that in this giving a special price to one customer you never know whether you are not thereby injuring yourself. You not only sacrifice a little of your profit in that case but others may hear about it and the reputation of having two prices is not a good advertisement. Your friend does not intentionally brag about the special rate he obtained, it is generally an unconscious act, but it does the harm just the same. I could mention other cases to show that giving special prices to friends or others is not at all a safe policy."

Small Cuts Aggregate High in a Year.

"I had charge of the clerks in one store and I found by examining their sales sheets now and then that they were giving special prices, either to friends or to close buyers. I gave them strict orders that they were to maintain the marked price but still they were cutting. So one morning I called them together to show by actual figures how they were cutting down the profits of the firm. It was an easy matter. I supposed that each of the ten clerks threw off just ten cents a day. In a year they had caused a loss of $300 to the firm. They knew that they were averaging much more than a reduction of ten cents per man and the truth was brought forcibly home to them."

Another question asked the manager was "Suppose that a competitor is doing more or less cutting what would be your policy?"

Let Competitors Cut.

To which the manager replied: "Let him cut. Mark your goods at a fair price and sell them according to it. If somebody finds fault with it you or your clerks can point out that only a fair profit is being asked, that is if you want to say anything at all. I made it the rule that if an order was important and the customer wanted a special price they were to be sent to me. Then I could use my own judgment. I believed in giving the clerks a certain amount of responsibility, but not all of it. I do not think that you can carry on business without some special prices here and there on large orders, or those of a very special nature."

All Purchasers of Firearms Must Secure Permit

New Legislation Goes into Effect in Ontario—Jobbers and Retailers Claim That Losses in Trade Will Result—Much Work Will be Entailed on Dealers—Strong Protests Are Being Entered.

Toronto, April 21.—Commencing tomorrow, rigid relations go into effect in all parts of the Province of Ontario, regarding the sale of offensive weapons. The proclamation issued states that every person who sells a revolver, pistol, sling-shot, air-gun, bowie knife, dirk, dagger, stiletto, etc., to any person not holding a permit from the local or provincial police will be liable to a fine of from $25 to $200. The same penalties will apply to any person who makes the purchase, without a permit. Dealers will be required to keep records of all transactions and the names of purchasers, the same as druggists do in the case of the sale of poisons. These records will have to be sent to the provincial police every three months.

Officers are given power to search people whom they have reason to believe are carrying concealed weapons, and regulations are included looking to the deportation of foreigners upon whom such weapons are found.

The Reason for It.

The reason given is that the increase of crime in the Province must be checked by some means or other. It is aimed particularly at the foreigners.

Will Be Enforced.

It is given out by the Provincial Police Department that the new law will be strictly enforced all over the Province.

"Will every sportsman who wants to buy a new rifle and every farmer who gets a gun have to take out a permit?" was asked.

"That's the law," was the answer. "It will be up to the local police."

"How about boys and air-guns?"

"Stricly speaking, they are not allowed to have them. It is a matter for police discretion. Under proper conditions for practice, such as in the case of boy scouts for instance, the sale and use of air rifles might be all right."

Deputy Chief of Police Stark, of Toronto, rules that boys scouts will have to get their air rifles through the officers of their command, the same as the militia do.

Harold A. Wilson, dealer in sporting goods, Toronto, states that there are thousands of air rifles sold in Toronto and hundreds of thousands throughout the province.

Opposition Arises.

It is certain that the legislation will arouse opposition from wholesale and retail dealers in sporting goods and hardware. Already strongly worded protests have been entered and more aggressive measures may yet be taken.

"It is bound to cripple business in these lines," declared an official of a Toronto jobbing house to Hardware and Metal. "In order to stop foreigners from carrying dangerous weapons, they propose to restrict legitimate business all around. We have already protested strongly and I am convinced that a most general protest will be voiced."

The Length of Knives.

"Here's another point," he continued. "The new law prohibits the sale of knives over three inches, unless a permit has been secured. Why people will not be able to buy butcher knives, carvers or table knives without asking permission first. In its present form, the new law will be a great hardship."

Lost Trade by It.

A number of retailers were also spoken to on the matter, among them, Mr. Warren, of Warren & Ellis, Yonge St., Toronto.

"Saturday, a customer came in," declared Mr. Warren, "and asked to see a revolver. I explained that he would have to get a permit and he at once said that he would not bother doing so. He had merely wanted the revolver to keep in the house. Consequently, I lost a customer."

Other dealers complain that the keeping of records is bound to prove a great bother. The hardware dealer is a busy enough man to-day without having to attend to work of this kind. Much labor and some losses will be entailed, according to the opinion of most of the retailers who were seen.

Others did not take quite as serious a view of it. A. Fenn & Co., successors to the Warren Sporting Goods Co., Toronto, state that they sell about 300 revolvers a year and do not expect to lose much of this, as their customers would be able to get permits easily enough. It is the sale of offensive weapons to foreigners, which will be restricted chiefly.

Strong Objections Lodged.

Toronto, April 27.—Now that the terms of the new legislation are more generally known, strong objections are being voiced on every hand. Wholesalers and retailers alike are loud in their disapproval of the new measure. It is generally claimed that the regulations will unfairly hamper trade.

Protests are being sent in to the Provincial Attorney-General from individual sources and this will be followed by official protests from the organized bodies. It is understood that the wholesale association will take up the question and, from the opinions expressed by individual members of the body, it is safe to assume that a very strong protest will be lodged by the association.

It is contended, for one thing, that the terms of the new legislation are ambiguous. For instance, "air rifles" are named on the list of articles which can be sold only to persons holding permits. Now, strictly speaking, there is no such thing as an air rifle sold in this country. The article commonly designated in that way is not in reality an air-rifle, insomuch as it is fired by a spring. Then the restriction on the sale of knives over three inches will apply to carvers, butcher knives, etc., and consequently borders on the ridiculous.

Old Customers Followed Firm to New Section

Old Customers Followed Firm to New Section—Christie Bros., West Toronto, Had People Visit Them From Far Distant Parts of City—Good Service Was the Magnet—Why and How Service Helps in Holding Stove Trade.

It is an old business axiom that the merchant who is satisfied with making sales, will not meet with as much success in the long run as the man who makes customers. The store policy should be shaped toward that end—the making of regular and well-satisfied customers. The first order leaves a measure of profit with the merchant; but it is the "repeats" which count.

This applies to the stove department as much as to any other. People have to live with a stove for a great many years, and, if they are satisfied with it, they will continue to give all their custom to the dealer who sold them that stove. On the other hand, if they are not satisfied, they can, and probably will, do the dealer a great deal of harm by noising their dissatisfaction abroad. A disgruntled customer is the worst advertisement that a dealer can have.

Service is one of the elements of success in building up, and holding, a good stove trade. If new parts are promptly secured when needed by a customer, and repairs are attended to quickly, that customer will continue to deal there.

Here is a case which illustrates what splendid results good service will bring. Christie Bros., West Toronto, formerly conducted a store in the central part of the city. They decided, however, to concentrate on their business in West Toronto, and closed the city store. They found, however, that the customers they had made in the city did not leave them. Not only did old customers go out to the "Junction" to shop at their store but they took new ones with them. This was particularly the case with stoves. So satisfactory had been the service given these old customers that they did not care to deal elsewhere, and were prepared to make the long trip to Christie Bros.' store at West Toronto. Last week two stoves were sold to people who lived near the Woodbine, which is at the extreme east end of the city, and a good many miles distant from the store. These stoves were sold off the floor, the people having journeyed out from the Woodbine by street car—a jaunt of nearly an hour and a half in duration.

One would naturally suppose that Christie Bros. had taken some steps to hold their old customers, either by personal calls or letters. But such is not the case. The only string that holds them is the good service rendered in the past.

There is much food for thought in this instance. If one firm can move away and still hold custom, it should not be difficult for the dealer, who does not find occasion to move, to keep his trade intact. Further, if the magnet of a good reputation for service can draw new customers from a distance of about ten miles, then what wonders in the way of new business might it not effect for the merchant in his own immediate vicinity?

The Other Way.

Some few years ago, a well-to-do citizen of an eastern Ontario city bought a range from a local dealer. It was a good range and gave uniform satisfaction but the purchaser, nevertheless, did not give any more custom to the man who had sold it to him. It happened this way. A couple of weeks after the sale had been closed, Brown, the purchaser met the merchant on the street. The latter glanced at him casually, did not recognize him and passed without salutation. Brown felt aggrieved. The purchase of that stove had seemed like a big deal to him and he thought that Smith, the merchant, should have remembered him. The difficulty lay in the fact that the sale of that particular stove had been but one incident in a busy day for Smith and, while Brown's face seemed familiar in a vague sort of way, he did not remember who it was until after they had passed. As Smith was a maker of sales and not a maker of customers, he did not stop, call Brown back and ask him how the range was working.

Mistake number two came in when Brown sent for a new oven door. Smith had to send away for it and, being one of the careless sort who are very lax in matters of correspondence, he forgot to write the letter for a day or two. A couple of days afterward, Brown telephoned to the store to know when he was going to get that new oven door. Smith was out and the clerks who answered knew nothing about the matter and did not seem to feel any interest in it. He promised to speak to Mr. Smith about it but forgot to do so. The new piece arrived a week after and, in the course of a day or so, it was sent up to Brown's and that was the reason why Smith lost a good customer.

Too many stove dealers make the mistake of considering a sale closed when the stove is installed in the customer's home. It is, in one sense, only begun. A certain amount of service thereafter should go with every stove sold.

Brisk Spring Business.

Reports from all sections indicate that the trade in stoves this spring has been very brisk. Many dealers state that it has been the best spring they have ever experienced in this line. The demand has been particularly heavy for gas stoves and ranges. It is, in fact, becoming more apparent every year that the spring trade is growing in importance and dealers are resorting to special measures to capture a good share of it.

One plan recently followed out was the holding of a range auction. It was advertised that on a certain day, a steel range would be sold to the highest bidder and everybody was invited to call at the store and get blanks upon which the bids were to be made. The advertisements explained that, on the day of opening, all bidders had to be present in the store or have authorized representation. The range brought a fair price but the chief advantage scored was that a large crowd of people came to the store and many bought other articles.

J. C. Luergering, of Fort Madison, Iowa, recently held a four day demonstration. Each person who attended received a coupon with a number printed on it. On the last day a draw was made and the holder of the lucky number was given a coal and gas range. The store was crowded every day and a thriving trade done, not only in stoves but in general hardware lines.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY

SHARING THE TRADE IN WEDDING GIFTS.

Hardwaremen who made a big success of their presentation specialties during the Christmas season (and few there are who did not), will find other good opportunities for that trade in this line, during the next six weeks.

The open season for weddings, is now on. There is scarcely a railway platform in the broad Dominion which will not receive plentiful sprinkling of rice and confetti for some weeks to come. And a wedding without its showroom of gifts, is something unthinkable.

So, it is a foregone conclusion that a good few retail merchants are going to supplement their usual business, by sales of wedding gifts, during May and June. It is for the hardware dealer to exert himself so that he may secure a good share of this interesting and profitable trade.

Of course, the purchasers of wedding gifts will still buy a good many carving sets, and the various articles of silverware which have become irrevocably associated with these festivities. But it begins to appear that this season's donations will include a fair proportion of more practical articles which are just as much in the hardware line as silverware and fancy cutlery.

Thanks to the extensive advertising which has been done by the manufacturers, brides-elect are now thoroughly familiar with the merits of such convenient and labor-saving articles as electric irons electric toasters and electric chafing dishes. This fact, coupled with the introduction of cheap electric power in so many parts of Canada, opens an attractive field of merchandizing for hardwaremen, and the season of weddings insures a good opening demand for these lines, if properly pushed.

Already, reports from the larger trade centres, indicate that a good business is being done in modern electrical conveniences, and, while present sales are largely for the purpose of wedding gifts, there is undoubtedly a good future for this line, which is bound to become more and more of a staple each year.

MUTUAL FIRE INSURANCE.

At a recent meeting of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association, it was virtually decided to recommend the appointment of an advisory committee on fire insurance. For some years the question of mutual fire insurance has been under consideration. The committee felt, however, that they were not certain enough of their ground to proceed with this undertaking. Promises of support had been received from a large number of hardwaremen but not from enough to make success in any sense assured. It was felt, also, that there was ground for doubt as to the possibility of securing the necessary legislation to carry on a mutual fire insurance business.

The duties of an advisory committee would be just what the name suggests. The committee would be expected to secure information for the benefit of members of the association. The committee would be at the service of any member who desired enlightenment on any point or assistance in the matter of getting insurance.

One thing is certain, that fire insurance is one of the most important problems that faces the retail dealer. That sufficient attention has not been paid to this phase of business in the past, is equally certain. Each individual should go into the question fully himself and it is a problem that the association as well should take up in some way. Hardware and Metal has often drawn attention to the importance of this problem in the past, in the belief that the best interests of the trade demand action of some kind. The suggestion emanating from this paper that an expert be secured to act in an advisory capacity seems to have found favor with the executive. No doubt an advisory committee, as now suggested, will go a long way toward solving the problem.

OVERCOMING THE WORRIES OF BUSINESS.

It is not often that business men still in the harness, are able to look back upon more than forty years of successful endeavor in the same town or village. The wear and tear upon the nerves of the merchant in these days, are such that only the stoutest can survive so long an experience, and retain perfect health. Those who do so, must be credited not only with fine physiques, which resist the wearing effects of a strenuous life, but also with a genius for organizing and systematizing, which help to overcome the worries of a growing business.

The leading article in this week's issue of Hardware and Metal, sketches, in a brief way the history of a firm who have conducted a hardware store in Clinton, Ont., for over forty-four years. The business has grown steadily until it occupies a foremost place among the retail hardware establishments of Western Ontario. At the present time, the annual turn-over is large, and the business, in less capable hands, would be a constant source of worry. But Harland Bros. have come through this long period of business activity with unimpaired health.

This fact is a fine tribute to the physical strength of the brothers, but it also indicates that they possess executive ability of a high order, and the general appearance of their store—neat and tidy, reflecting the prosperity of the business—bears out this opinion. The example of this firm shows that a properly conducted business is conducive to health, strength and mental alertness.

THE SALE OF FIREARMS.

The new legislation, enacted to govern the sale of firearms, knives, etc., in the Province of Ontario, is bound to create much discussion and to raise a storm of dissent from both buyers and sellers. It would not be wise to express an arbitrary opinion, either in favor or in condemnation of the measure, until the exact terms and probable effect become thoroughly understood. A cursory study of the enactment, however, leads to the impression that it has been loosely constructed and is likely to cause much confusion and trouble.

The object of the legislation is commendable. Any efforts to stamp out crime and deeds of violence in the province are worthy the support of every right thinking man. But care, at the same time, should be taken not to hamper the carrying on of legitimate business. It is the

opinion of hardware and sporting goods dealers that the new regulations will have this result. Further complaint is made that the terms are ambiguous and that certain branches of trade will suffer, which those instrumental in drawing up the measure, certainly did not have in view. For instance, strictly interpreted, the law will allow carving sets and butcher knives to be sold only to persons holding permits for same. If this is really the case, a highly farcical situation will result and trade will be hampered to no inconsiderable extent.

One may well question the advisability of putting the new regulations into effect before sufficient time had been allowed for public discussion. In framing legislation of this kind, all sides of the question should be considered. All interests involved should be heard from and their interests given due consideration. It seems apparent that such has not been done in the present case.

DEMAND A FAIR PROFIT.

One of the last things that a retail dealer cares to do is to raise the price of an article, even when circumstances make it absolutely necessary. Many dealers will bear the loss themselves rather than ask their customers to pay more for some line of goods on which the manufacturing or wholesale price has been raised. This course is foolish and unnecessary ; foolish because a fair margin of profit must be charged to cover the cost of doing business and unnecessary because the public will pay the increase quite willingly in a large majority of cases.

As a specific instance, we might quote paint. Hesitation has been felt by dealers in raising the price of mixed paints, because they have expected a howl of protest from the ultimate consumers, the public. Recently increases have been made, however, as the inevitable result of the unprecedented cost of oil and turpentine. What is the result ? People are buying in as large bulk and just as readily as ever. Hardwaremen say that they have had no trouble getting their price, that customers have paid the extra charge without a murmur. This is due to the fact that the public realizes that the price of an article must advance in accordance with the advance in the cost of production. If at first a customer demurs, it is not a difficult matter to point out the reason for the increase and convince him that it is absolutely necessary.

The retail dealer is entitled to a fair margin of profit and he should never hesitate to demand it. If, through some mistaken motive, he neglects to do so, the loss is all his own.

CANADIANS BECOMING READY SPENDERS.

About the first thing one sees upon entering a hardware store, just now, is a display of refrigerators. Sales have not been numerous as yet, but the season is on, and, in most stores, stocks are complete.

A particularly striking feature of the refrigerator stocks (and the same may be said of gas ranges and other seasonable lines), is the preponderance of quality goods. A refrigerator to retail at about fifteen dollars, seems to be the average in many establishments, while a surprisingly large number of dealers are stocking heavily in those which will sell at twenty dollars and upwards.

Some years back, a fifteen dollar refrigerator was considered a reckless extravagance, even though its quality did not compare with what can be bought, to-day, at the same money. Yet it is only an average price now. To such an extent has the public taste been educated.

Anyone who looks over a hardware stock to-day, and compares it with what he would have seen in the same store fifteen years ago, must realize the great development which has taken place in the tastes of Canadians during the past decade and a half. As the hardware business is one of the surest indications of a country's progress, we must therefore conclude that Canadians, as a people, are buying and demanding a better quality of staples and a greater variety of luxuries now than at any other time in their history. Canadians are becoming extravagant spenders.

Many hardwaremen are taking advantage of this fact, greatly to their profit. They not only take care to keep a good up-to-date stock on hand, but they see that it is tastily displayed and well advertised. They realize that the modern Canadian likes to patronize a "classy" store, and they try to provide one for him.

Of course, there are still buyers who are interested only in low prices, and there will always be such. But they are no longer in the majority, and there is hope of educating a good proportion of this class to the numbers of those who buy quality goods which are worth a good price.

POINTED EDITORIALS.

There are a good many hardware dealers handling seeds this year, and none of them express any regret that they are doing so.

* * *

A western plumber describes his home city as a "plumbers' heaven." Might not one question the advissability of associating the two words ?

* * *

If the Ontario authorities desire to stop crime among the foreigners, would this purpose not be effected by prohibiting absolutely the sale of weapons to people of alien extraction ?

* * *

A hardware store at Content, Alta., has been sold. If the name does not belie the place, how can anyone think of leaving so ideal a locality to embark once more in the constant struggle outside, where discontent is the common lot ?

* * *

From the number of factories being established in the West, it is clearly apparent that this is indeed "growing time" and that the growth is not confined to the crops. The industrial expansion of the West has been very rapid of late years.

* * *

Another western hardwareman, with the courage of his convictions, has changed to the cash system of doing business. If he perseveres prosperity will be his lot. Although it requires nerve and strickatitiveness to stay in the cash highway, it is the one sure path to good profits.

* * *

The new Ontario regulations prohibit the sale of knives over three inches to people without a license. Will the housewife, who wants to buy a set of carvers, have first to depose before the local chief of police that said carvers will be used for the dissection of fowls and roasts, and for that purpose only ?

* * *

In an address before a body of advertising and business men at Chicago, R. R. Shuman gave a valuable lecture on the place and value of the trade paper, referring to it as the "merchants' market place." Mr. Shuman advanced many telling arguments in favor of trade paper advertising, giving figures to show that it is more profitable to talk to 10,000 people, 95 per cent. of whom may buy and resell your goods than it is to talk to 100,000 of whom 10 per cent. may 'ask' for them.

Ingenious Devices for Displaying Goods

How Watts & Bate of St. Catharines, Ont., Solve Some Knotty Problems — Several Space-Saving and Time-Saving Contrivances Described — Displaying Rope Without Occupying Store Space—Simple Method of Showing Axes.

Neatness and order are everywhere apparent in the hardware store of Watts & Bate at St. Catharines, Ont. From the trimly kept silent salesman at the front door, right through to the goods entrance at the rear lane, everything is in applie-pie order, and all possible precautions are taken to keep stock readily available so as to save time for clerks and customers. This has been successfully accomplished, and the strange thing about it is, that, although nearly the whole stock is right at the clerk's elbow, all the time, the floor and shelf space in the store are not by any means crowded.

How Space and Time are Saved.

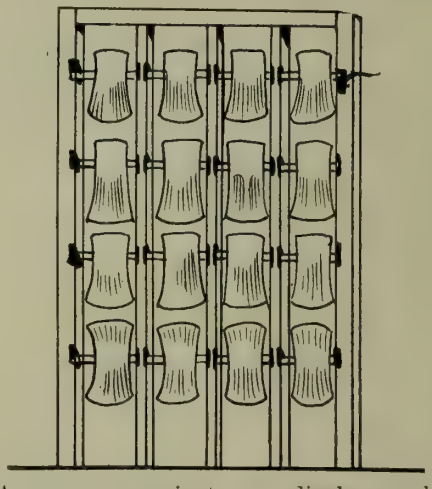
As an example of how space and time are saved in this store, Hardware and Metal is illustrating some of the schemes which have been devised and carried out by Watts & Bate.

In the first place, the idea which prompted many of these contrivances, was that the floor space in the store should rather be used to display samples of the lines carried, than the complete stock, or any considerable portion of it. Especially is this the case with bulky goods for which the customer simply leaves an order, and which has to be delivered. The customer merely requires to examine samples of the stock, and, having made his selection, delivery is made from the warehouse, which in the case of Watts & Bate, is directly at the rear of the store.

Displaying Full Line of Axes.

One of the most difficult lines to display in a hardware store is axes. They are heavy and very inconvenient to handle, but Watts & Bate have devised a rack which enables them to exhibit a sample of every axe they carry, in very small space, and in such a way that every axe may be taken off the rack instantly, and a closer examination permitted.

As will be seen by the illustration, this rack is a very simple affair which



A very convenient axe display rack.

could be made by any handy man. It is made just wide enough to accommodate four upright rows of axes, or a total of sixteen. This gives the opportunity of showing a very complete line.

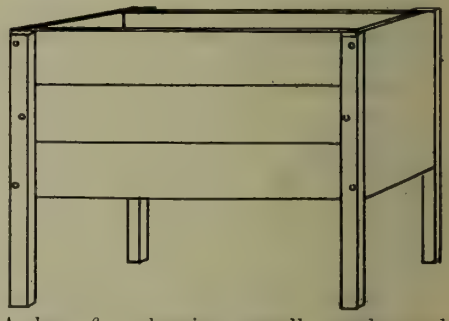
Diagonal notches are chiseled out, along the sides of the uprights, so as to support the short iron rods which, in turn, hold up the axes. To take the axes out of the rack, all that is necessary is to take up the rods at each end and lift them up, bringing the axes with them. This is a very simple matter, but even that is not necessary, as the rod acts as a kind of pivot, and permits of the axe being handled so as to carefully examine its edge and finish, without taking it from the rack.

Something New in Rope Display.

Ten different sizes of rope are stocked so that they can be measured out and cut to length without leaving the store, and yet, to all practical purposes, no floor space is taken up.

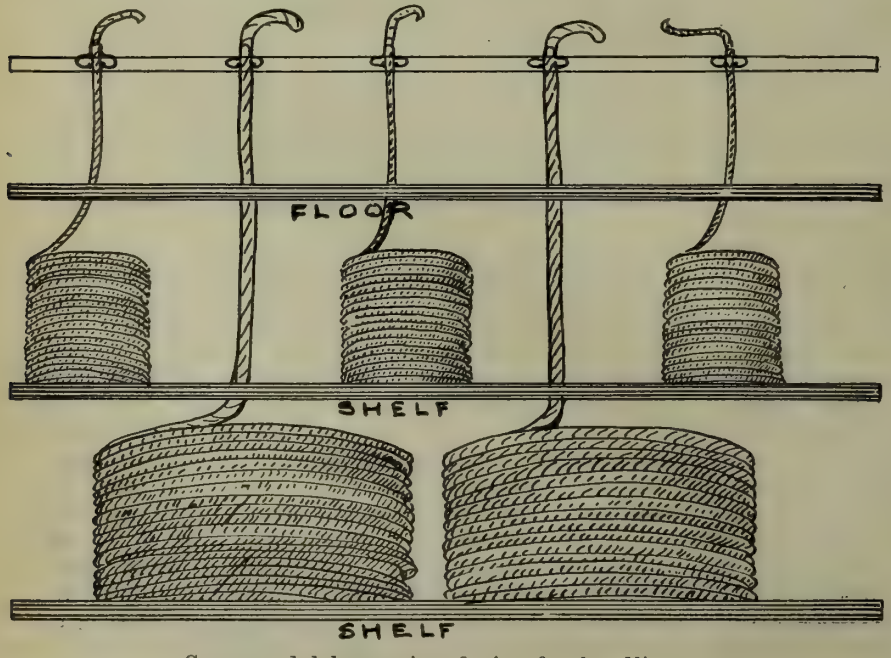
How this is done is shown in the accompanying illustration. The rope is stored in the basement, on two shelves, the heavier grades being on the bottom shelf. The ends are run up through holes which have been bored in the floor and are held in position, a few inches above the floor line, by a cleverly devised wire arrangement, bent so that the rope comes through next the wall, and is then pulled over to the narrow part of the contrivance, where it is held in place as though by a spring.

Thus, all the different sizes are in full view of the customer. When he has made his choice the clerk detaches the



A box for showing small goods and notions.

size required from the wire holder, measures off the length required, cuts it on a patent knife which is conveniently attached to the floor, and then clutches the end again, in the wire holder.



Space and labor-saving device for handling rope.

Showing Screens in Small Space.

There are few things around a hardware store which are so hard to dispose of conveniently, for display purposes, as screen doors and windows. They are very bulky, and, as usually stored, they entail a lot of work on the clerk who is showing the customer his complete line. Watts & Bate have overcome this difficulty in a very simple manner, by making up a rack such as is illustrated on the following page.

Samples of all the screen doors carried in stock stand in the large compartment, and they can be pulled out very easily to show customers. The smaller compartments are for window screens of different sizes and prices. Each compartment has a ticket stating the size when closed, size extended, height and price of the screens it contains.

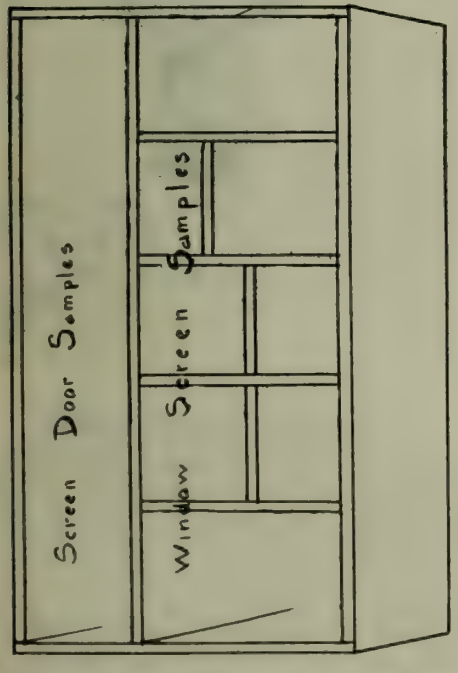
Useful Box for Notions.

By simply putting legs on an ordinary packing case of small size, Watts & Bate have made a very useful means of displaying notions and small goods of different kinds. When the Hardware and Metal representative called, it was filled with horse brushes and curry combs.

Keeping Catalogues on File.

Watts & Bate have a good scheme for keeping their catalogues where they can put their hands on them at a moment's notice. They have constructed a catalogue cabinet which is divided into compartments A, B, C, D, E, etc., and some smaller compartments. Those marked A, B, C, D, are the largest in the cabinet, while E, F, G, H, are designed to accommodate catalogues of smaller size. In addition, there are compartments for circulars, color cards and miscellaneous advertising literature issued by manufacturers.

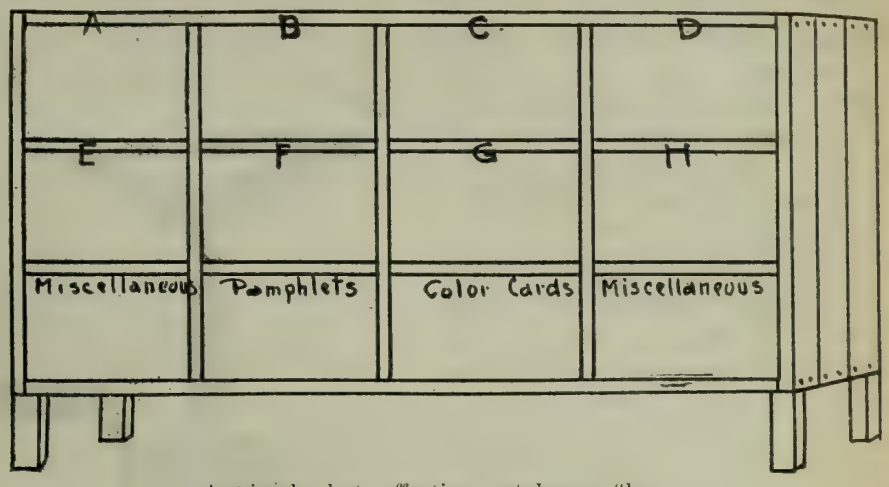
"I never throw away any advertising literature we receive," said Mr. Watts, as there is no telling when it may come in handy. If there does not appear to be any use for it in our trade, I put it in the file entitled 'miscellaneous,' and if a customer should, at any time, ask about goods a little out of the ordinary, I am almost sure to find some literature about it in the miscellaneous file. Color cards have also been placed in a file by themselves."



This rack is to hold sample screen doors and windows.

Every catalogue that comes into the store is immediately numbered—A138, B230, and so on. Two indexes are kept —one according to number, and the other according to the name of the firm. If it is desired to find out whose catalogue is numbred C160, the number index is consulted. If Blank & Co.'s catalogue is wanted, the name is looked up in the name index, and the number is found to be D230. It then takes only an instant to locate number 230, in compartment D.

As soon as the 1911 catalogue of any firm is received, the 1910 book is destroyed to avoid confusion. If a duplicate catalogue is received, it is put away separetly for it will generally come in handy.



A simple but effective catalogue file.

CHANGE IN FIRM NAME.

The Marble Safety Axe Co., of Gladstone, Mich., announce that they have decided to change their firm name to the Marble Arms and Manufacturing Co.

The reason for making the change is that the old name has been found inadequate to cover the business of the company, as it signified only a small part of its product. The concern originally was on a very small scale, manufacturing only an ingenious safety pocket axe, which had been invented and used for many years by W. L. Marble, the general manager of the company.

From time to time new lines were added, consisting of unique outing articles also invented by Mr. Marble, until today the variety of the products is so great that the new firm name is considered necessary to properly represent them.

Fire, originating from an unknown cause, destroyed the annealing department of the Brantford Screw Works early Wednesday morning.

An Advisory Committee May Be Organized

Ontario Executive Discuss Mutual Fire Insurance at Guelph—This Plan is Favored by Members—Convention Will be Held in Winter Fair building.

Guelph.—A meeting of the executive committee of the Retail Hardware Merchants' Association was held at the Wellington Hotel here. President Chown, of Belleville, presided and the others present were: M. S. Madole, of Napanee, 1st vice-president; H. Occomore, Guelph, 2nd vice-president; W. Wrigley, Toronto, secretary, and W. W. Bennett, Gananoque; D. Brocklebank, Arthur; W. F. McPherson, Prescott; Chas. Conn, Tilsonburg; D. A. McNab, Orillia, and Wm. Wright, Toronto.

The question of mutual fire insurance was debated at some length, in fact the discussion on this subject occupied the greatest part of the session. Mr. Brocklebank, who has been handling this question, had a large number of replies from association members, stating their willingness to enter into a mutual arrangement. The number received was not large enough, however, to insure the success of the undertaking. In addition, it was felt by many that considerable difficulty would be encountered in securing the necessary legislation to validate the formation of the body. After a long discussion it was decided that some steps should be taken and the executive favored the formation of an advisory committee or board. The duties of this body would be to advise members on the subject of fire insurance and provide them with the means to safeguard themselves.

In Winter Fair.

Another important matter taken up was with reference to the convention next year, which is to be held in Guelph. The Winter Fair Building was visited and Armouries would also have been inspected had time permitted. It was understood, however, that the Armouries would not be large enough and it was virtually decided to hold the convention in the Fair building.

Other arrangements were made and it is believed that in many ways, the 1912 gathering will be the best ever held.

New Hardware Goods

THREE NEW "YANKEE" TOOLS.

North Bros. Mfg. Co., of Philadelphia, Pa., have added three new tools to their "Yankee" line, all of these being illustrated on this page.

Fig. 1 shows their new "Yankee" Push Brace No. 75, so named because it will hold all the small tools used in a bit brace, but is operated by pushing the handle to revolve the tools. It will drill holes, drive screws in or out, and can be used for tapping holes and, with a socket bit, to drive in small lag screws, as well as to perform many similar tasks. The entire length of the tool, without bit, is 16¼ inches, when closed, and 23½ in. when extended.

Fig. 2 illustrates the new "Yankee" Hand Drill No. 1530, with right and left hand ratchet movement. This is a smaller size hand drill for light work. The wood handle with ferrule, is 4 in. long, large end 1½ in. diameter. It can be detached from the frame by a milled nut, and thus use the interior of the handle as a magazine for drills. The extreme length of the drill is 10½ inches.

Fig. 3 shows the "Yankee" Quick Return Spiral Ratchet Screw Driver. This is the regular pattern No. 30, with a

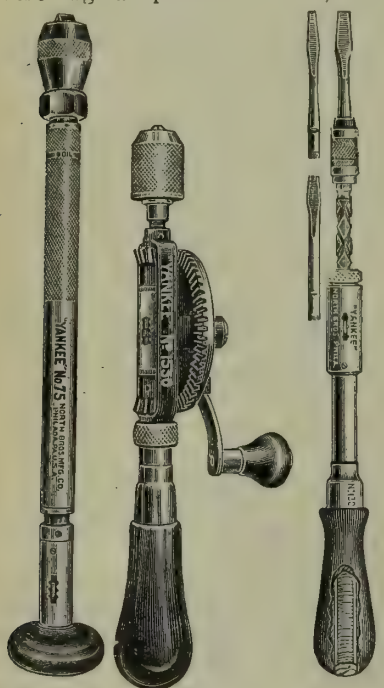
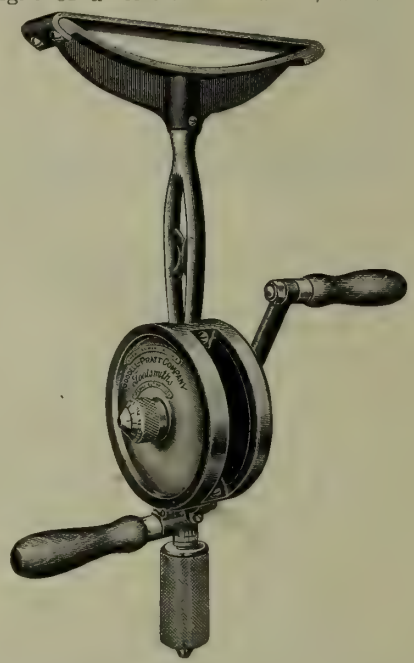


Fig. 1. Fig. 2. Fig. 3.
Three New Yankee Tools.

spring added in the handle as shown in the cut. This spring causes the handle to come back for the next push in driving screws in or out. It is said that the tool can be successfully used with only one hand driving the tool. The extreme length of the tool with bit in chuck, is 20½ inches when extended.

GOODELL-PRATT BREAST DRILL.

Among the new tools which the Goodell-Pratt Company are showing in their new No. 10 Catalogue is the No. 86 ratchet breast drill. This tool is equipped both with changes of speed and changes of motion, making it possible to operate either at fast or slow speed, as a regular breast drill, with either a right or a left hand rachet, when in



cramped quarters, or with a reciprocating motion as desired. The changes of speed are controlled by reversing the position of a nut on the frame. The changes of motion are operated from the hub upon the left hand side of the machine as held in operation. This hub is marked with characters indicating the different motions by merely turning it slightly to the point desired that motion which is wanted comes into play.

The gearing is all enclosed in a guard, so that it will be impossible to injure the hands in any way, regardless of how the tool is held. The wide saddle breast plate with a strap top will be much appreciated by the user.

The chuck upon this machine, is of a new design, giving greater strength at the point of greatest strain. It is made entirely of steel, and furnished with hard steel jaws.

STRETCHED RUBBER PATTERN FILTER.

The Anti-Splash Filter Co., of Owen Sound, Ont., have a new article for the trade in the shape of an Anti-Splash Stretched Rubber Pattern Filter. This filter will fit any ordinary plain faucet,



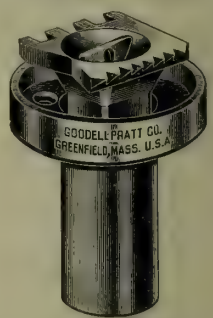
oval or round, as shown by the illustrations. It may be taken apart for cleaning purposes, and it is said to collect a surprising amount of sediment from the drinking water. The filter is so constructed as to allow a quick nonsplashing delivery of water.

OTTERVILLE FIRM HAS NEW LINE.

The Otterville Manufacturing Co., Otterville, Ont., have added to their plant a lot of fitting machinery and are now making an extensive line of combination brass and iron unions, non-corrosive in contact and threading, having secured the Canadian patents on the latest invention of these from a large Chicago firm.

NEW BENCH HOOK.

The Goodell-Pratt Company, of Greenfield, Mass., has lately put on the market a bench hook, shown herewith. This doesn't require the use of a screw driver for adjustment, as a quarter turn of the T lever in the round depression at the top releases the hook so that it can be lifted to the desired height, when a



quarter turn back locks it and makes it perfectly rigid. The hook may be removed from the plate and any of the four faces used against the work.

The entire tool is nickel-plated and the parts visible after it is inserted in the work bench are polished bright. They are each packed in a strong pasteboard box and neatly labelled.

BRONZE SCREEN CLOTH.

The B. Greening Wire Co., of Hamilton, have recently placed on the market a new line of Rustless Screen Cloth, which promises to be very popular with the trade. It is of antique bronze finish and is claimed to be perfectly rust proof. The manufacturers have distributed, among their customers, a quantity of very attractive sample cards to which are attached small pieces of the Bronze Screen Cloth. These will prove of considerable convenience in presenting to prospective buyers, the advantages of a rustless screen cloth. The B. Greening Wire Co. have still a few of these samples on hand, which they are prepared to send out to the trade, upon request.

NEW PATENTS ISSUED.

The following is a list of patents recently granted by the Canadian patent office, as furnished by Fetherstonhaugh & Co., Ottawa:

131,877. Enameled Metal Co., corporation of Sharonsburg, Pa., assignee of Jno. S. Pratt, Springdale, Pa. Method of treating pipes. Enameled Metals Co.

Hardware Letter Box

Deafening Felt.

Arcade Hardware Store, Forest, Ont.—"Please advise us, if possible, who are the manufacturers of 'Excelsior' Deafening Felt?"

Barrett Mfg. Co., whose Canadian agency is Paterson Mfg. Co., Toronto.—Editor.

Wire Woven Fencing.

The Okotoks Hardware, Okotoks, Alta.—"Will you kindly give us the address of the makers of the Ellwood Wire Woven Fence?"

Canadian Steel & Wire Co., Hamilton, Ont.—Editor.

Cream Whippers.

C. C. Falconer & Co., Winnipeg.—"Kindly let us know where we could procure Fries' Cream Whippers?"

Can any subsriber furnish the information.—Editor.

Bicycle Accessories.

Clements & Co., Milton.—"Kindly advise us through Hardware and Metal, where we can purchase in Toronto, bicycle tires and accessories?"

Canada Cycle & Motor Co., John Millen & Son, Dunlop Tire Co.—Editor.

Grates for Duplex Range.

A. Symon, Thessalon.—"Where will I get grates for Smith's Patent Duplex Range?"

Smith's Duplex Grates are used in Happy Thought Ranges, manufactured by Wm. Buck Stove Co., Brantford.—Editor.

Fly Exterminator.

F. J. Trapp & Co., New Westminster, B.C.—"Would you be kind enough to inform us who it is, in Toronto, that has the rights for Dr. Williams' Fly & Insect Exterminator?"

Can any subscriber furnish us with this information?—Editor.

Closet Seats.

Johnson & Co., Brandon, Man.—Please give us the names of manufacturers of closet seats."

..Jas. Smart Mfg. Co., Brockville, Ont.; Goderich Organ Co., Goderich, Ont.—Editor.

Steel Flag Poles.

Fred. Adams, Fordwich, Ont. — "I would be much obliged if you could let me know the name of Canadian manufacturers of steel flag poles."

Ontario Wind Engine & Pump Co., Toronto; Goold-Shapley-Muir Co., Brantford.—Editor.

Aluminum Vessels.

The Shirreff Mfg. Co., Brockville.—"Can you give us the names of any firms who manufacture aluminum vessels such as are used in making fireless cookers?"

Northern Aluminum Co., Toronto. — Editor.

Stove Repairs.

S. R. Peart, Rockwood.—"Can you tell me where I can get stove repairs to the Favorite range, manufactured by Findlay Bros?"

Write to the manufacturers, Carleton Place.—Editors.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Roofing and Building Papers.

"Neponset" Roofings and Building Papers are described in a twenty-four page booklet printed in two colors, which is being circulated by F. W. Bird & Son, Hamilton, Ont. The booklet is enlivened by several fine half-tone reproductions of buildings in which "Neponset" products are used.

Furnaces and Heating Supplies.

An instructive Catalogue No. 75, has just been issued by the Pease Foundry Co., of Toronto. It deals with warm air furnaces, steam boilers, hot water boilers, and heating supplies. The book contains 110 pages, and it abounds in good information on heating technicalities in general, and, of course, with "Economy" goods in particular. List prices are quoted on all the articles described.

Door Hangers and Hardware Specialties.

The Richards-Wilcox Manufacturing Co., of Aurora, Ills., hgve just issued Catalogue No. 7 of the Wilcox Manufacturing Co., dealing chiefly with door hangers and hardware specialties.

This catalogue was almost completed in the press, when the consolidation of the Richards Manufacturing Co. and Wilcox Manufacturing Co. took place. Therefore it shows only the lines known to the trade as the Wilcox products. They are, however, extensive and include, besides door hangers, grindstones, overhead carrying systems, rolling store ladders, sleds, and other hardware specialties.

The book is printed on heavy coated stock illustrated with splendid half-tone engravings, and contains one hundred and fifty-seven pages.

Capewell Horse Nails.

Any dealer who thinks there is not much to be said about nails, will be agreeably surprised upon reading a little twelve-page booklet which has just been issued by the Capewell Horse Nail Co., of Toronto, Winnipeg and Vancouver. The various talking points of this firm's products are brought out in a very interesting and instructive manner. The booklet is printed in two colors and the cover is embossed in silver and red. It is attractively gotten up.

Summer Specialties.

E. T. Wright & Co., Hamilton, have issued to the trade their 1911 catalogue of "Selected Specialities for Summer Sales." It contains thirty-two pages which are devoted to oil and gasoline stoves, hot water heaters, ovens for summer stoves, refrigerators and similar lines. The book is well illustrated and contains list prices which are subject to a trade discount of 50 per cent.

Hot Air Furnaces.

Wheeler & Bain, 179 King street east, Toronto, have recently issued their 1911 catalogue, showing their full list of metal goods and furnaces. Among the goods shown are galvanized iron eavetroughs, trough hangers, lock-seam pipe, conductor pipe, octagon elbows, conductor hooks, malleable iron holdfasts, galvanized iron valleys, ridging, finials, cornices, window caps, skylights, galvanized sheeets, sidings, rotary ventilators, a complete line of hot air furnaces, stoves, hot air registers, feed furnaces, campers' cook stoves and plasterers' heaters. The booklet is neatly gotten up and well illustrated.

U. S. PIG IRON PRICES REDUCED.

Cleveland, O., April 27. — The Iron Trade Review to-day says: The reduction of 50 cents a ton in the price of lake iron ore, which became general late last week, following sales aggregating 550,000 tons by a Pittsburg seller, has had little, if any, effect upon general market conditions. A fairly heavy tonnage of iron ore has been covered by reservations which are being converted into contracts, but furnace interests generally have been slow to cover for their future requirements. Since the ore prices have been announced, consumers of pig iron have shown no desire to test the market, and no important inquiries have appeared. On the other hand, the reduction in the price of iron ore had been discounted by furnace interests, and no effort is being made to force sales by offering further price concessions. The scrap market shows further weakness, and prices on heavy melting steel have dropped to a lower level than at any time in more than two years.

Trade conditions are being discussed at a series of meetings being held by representatives of the various branches of the iron and steel industry.

FIRE AT WESTPORT.

The plant of the Westport Manufacturing Company, manufacturers of platings and castings, was wiped out by fire between 4 and 5 o'clock Thursday morning of last week. The cause is unknown, and the loss will be heavy. Between twenty and thirty mechanics are thrown out of employment.

The Hall Manufacturing Co., of Monticello, Iowa, announce that they have purchased the entire post hole, auger and digger business of the Western Steel and Iron Works, of De Pere, Wis.

HARDWARE TRADE GOSSIP

Ontario.

H. D. McInnis, has succeeded G. C. Staple, in Kirkfield, Ont.

J. Bailes & Son, of Oshawa, have sold their Cobalt branch to the Northern Canada Supply Co. The deal was put through April 1st.

The Toronto Plate Glass Importing Co., Toronto, have erected a garage at their factory and, it is understood, are purchasing a new motor truck.

Taylor Bros., New Liskeard, have issued a catalogue of their mining, mill, blacksmith and contractors' supplies. It is the first issued in that district.

W. F. MacPherson, Prescott, is advertising sporting goods in the local papers. This week a sporting goods window in his store is attracting much attention.

E. Morgan, veteran hardwareman of Delhi, has sold his hardware business, and the new proprietor will take charge on May 1. Mr. Morgan has been in the business for over thirty-six years.

Any dealer can secure a copy of the new provincial law regarding the sale of offensive weapons by applying to the office of the superintendent of provincial police at the parliament buildings, Toronto.

The Aikenhead Hardware Co., Toronto, have sued a storekeeper for instaling a device to prevent window glass from frosting, which they claim as their own. The case was adjourned until a test can be made, which will not be until winter comes again.

Mr. L. C. Karstedt, has opened up a fine store on 2nd avenue, east, Owen Sound, and has it artistically arranged with bathroom fittings of every description, he intends going extensively into the plumbing business. Mr. Karstedt advertises he is ready to contract for anything in the plumbing, steamfitting or tinsmithing line.

Messrs. Creeper and Griffin, The Hardware Men, of Owen Sound, were among the first business men to forsee the advertising they would receive by subscribing to the Library Voting Contest. It has been running some weeks, and, judging from reports appearing in the Owen Sound papers, it is creating a great deal of interest.

The other day the Hobbs Hardware Co., London, received the following letter, accompanied by a 25-cent piece:—

"Dear Sir,—Some time ago, having taken from your firm a bag of putty, which I did not pay for at the time, and having joined the church since, I now can see it my duty to pay for it, for I cannot rest with it on my mind. I will inclose the amount for the same.

"Yours sincerely,

"A CITIZEN."

Horse show week finds many hardware stores in Toronto with window designs to suit the occasion. The Aikenhead Hardware have a window display of everything in hardware pertaining to that department, the whole being set off with horses' heads and a neat display of the horse show colors.

Western Provinces.

Thos. Moffet will open a hardware store at Ogema, Sask.

C. B. Steinman has opened a hardware store at Rainton, Sask.

McCallum & Co., dealers in hardware, Cranbrook, have sold out.

Moore & Camroux, Langham, Sask., have suffered a loss by fire.

Chas. Mills & Son have opened a hardware business at Milden, Sask.

D. W. Whiting has taken over the hardware business of G. S. Smaill.

D. B. Davies, dealer in hardware, Bangor, Sask., has discontinued business.

F. Schofield, hardware dealer, Lipton, Sask., has sold his stock to Dillon & Co.

G. H. Smith, for several years sales manager at Winnipeg for the McClary Manufacturing Co., and identified with the different branches of that company, has resigned his position, and has entered into the real estate and financial



G. H. SMITH,

Formerly Sales Manager Winnipeg Branch McClary Mfg. Co.

business with headquarters at Winnipeg. Although Mr. Smith is already active in his own business, he is tutoring the sales staff of the McClary Manufacturing Co., at Winnipeg. Mr. Smith gives lectures on salesmanship two or three evenings every week, and will continue to do so until the sales staff is developed to a high state of efficiency.

J. W. Payne, Cheadle, Alta., has sold his business in hardware and implements.

C. Flury & Co., Midale, Sask., announce that they have placed their business on a cash basis.

Chas. Whitman has purchased the hardware stock of the estate of R. Hamilton, Emerson, Man.

Michael & Milne, dealers in hardware and implements, Content, Alta., have sold to Ferrel & Ferguson.

MacDonald & Fleming, hardware dealers, Winnipeg, have sold the lease of their store, and will not continue in business.

G. H. McDonald, Strassburg, Sask., has sold his hardware business to Rodger Bros.

W. H. Fread is erecting a store at Ryley, Alta., in which he will establish a hardware store.

Hamilton & Son, hardware dealers, Emerson, Man., have sold their stock to Charles Whitman.

H. H. Johnston expects to have his new store at Aylesbury, Sask., open for business by May 10. It will be some time, however, before he gets the premises completed.

W. F. Pieper, Swalwell, Alta., will shortly move his hardware store to his new site on Main street. He expects to erect a much larger and more commodious building this summer.

J. Harry Matthews who bought the tinsmithing business of L. Y. Birmie, Phoenix, B. C., some months ago, has decided to go to Medicine Hat, where he will become a partner with Mr. Birmie in a large hardware business. He will ship his hardware stock from Phoenix.

A. Fulton is building a large and thoroughly up-to-date hardware store at Enderby, B. C. It will be 50 feet wide by 110 feet long, with a 14 foot ceiling on the lower floor, and a 12 foot ceiling on the upper one. The entire building will be covered with rockfaced siding and heavy cornice work. A large plate glass front will be put in. The ceilings and walls will be finished with metal.

The Gordon Wire and Wire Nail Works are asking that the proposed agreement with the city of Medicine Hat be changed in one respect. The agreement forwarded by the city called for the erection of a building costing not less than $80,000 and for the employment of 100 men when the plant is running at its capacity. The company in returning the agreement objected to the clause placing an amount on the cost of construction of the building and simply wanted to guarantee the construction of a plant with machinery installed sufficient to serve as equipment if 100 men were employed.

Quebec.

J. E. Robert, of Grand Mere, Que., was in Montreal on business this week.

The Calumet Metal Co. have begun the construction of a concentrating plant on Calumet Island. About sixty men are employed.

Norman Labelle, of the firm of C. Labelle & Co., Three Rivers, Que., is rapidly recovering from a recent illness.

On Friday last an interesting event took place at J. S. Mitchell & Company's new store, Sherbrooke. The occasion was Mr. Mitchell's birthday and the first day business was carried on in the new store. The staff waited on Mr. Mitchell and made a presentation to him in honor of the occasion.

Maritime Provinces.

E. K. Spinney, of Yarmouth, N.S., has been spending a day or two in Montreal and Ottawa this week.

News and Methods of Canadian Hardwaremen

Spring Business Being Pushed Everywhere — Hamilton Firm Advertising Screen Doors in Large Space — Niagara Falls Dealer Running Cash Store.

SCREEN DOOR SELLING IN HAMILTON.

Hamilton, Ont.—Stanley Mills & Co. are putting on an aggressive anti-fly campaign through the medium of the local papers. In last Saturday's Spectator, they had an advertisement of spring goods, which filled a page, all but one column. The central theme of the advertisement was the opening sale of screen doors, announced for Monday of this week. The reading columns, right alongside this advertisement, has an article on the deadly nature of the typhoid flies, urging that every household should join in the fight against them. This article was no doubt inspired by the advertiser, and shows what can be done toward educating the people to the dangers of a screenless house, by co-operating with the enwspaper editors.

A splendid feature of the Stanley Mills & Co. advertisements, is the original drawing at the top. In this particular case, it showed a typical spring cleaning scene, in the back yard of a suburban home. Every body was busy and using some tool such as is purchased in a hardware store. The lady of the house was setting out her plants, two men were fitting a screen door, while two others were beating a carpet. Three young boys were raking up debris and burning it, while the lord of the household was planting a young tree. The result was to give added attractiveness to a decidely well written and illustrated advertisement.

SPRING ANNOUNCEMENT.

Elmira, Ont.—M. Weichel & Son, hardware dealers, have come out with their 1911 spring announcement. Full-page space is used in the local and Waterloo newspapers and a complete list of seasonable goods is included.

In the reading matter at the head of their advertisement, Weichel & Son say:

> Spring business, just like that of every other season, is most friendly to the man who is best prepared for it. Not only should the remnants of winter goods be out of sight and your store in readiness, but you should also be posted on the season's needs, its new things and opportunities. Let the values testify whether or not we are entitled to your hardware business. Take 5 minutes to scan through this page; noting the bigness of the lines, the bed rock prices and remember the goods we offer are strictly standard. Every item on this page is worthy of your consideration.

In the ad. mention is made of the following articles: wire fencing, poultry netting, tar paper, counter scales, chicken nests, sad irons, roofing, wire nails, portland cement, washing machines, pulleys and belting, axle grease, rope, paints, enamels, fence gates, stall fixtures, curry combs, tools and lawn rakes. There is one illustration in the advertisement.

GARDEN TOOLS ARE FEATURED.

Chatham, Ont.—The Willard Hardware Co. signalized the approach of the gardening season by featuring a tool and seed window. The front part of the broad window is carpeted with a strip of white cheese cloth, upon which a complete assortment of seed packets, both flowers and vegetables, are neatly displayed. In the background are shown spades, hoes, rakes, hand cultivators, step ladders, hose, and other garden accessories.

W. C. Cartier, better known as "Dick," till recently of Detroit, has bought the tinsmithing business on Lacroix Slip, formerly conducted by John Simon. Mr. Cartier has had much experience in tinsmithing and aluminum work, having been connected with several local shops, and has already secured several large orders.

The Chatham Malleable Iron & Steel Co., with which W. H. and A. D. Westman are connected, intends building a new factory in the near future. Temporary store rooms have been secured on King St. West, adjoining the post office.

TRIED CASH SYSTEM SUCCESSFULLY.

Niagara Falls.—"We Sell For Cash Only," reads a sign right at the doorway of Joseph T. Henderson's hardware store in this city. Mr. Henderson has been running his business under the cash system for two years and a half, and would not consider, for a minute, going back to the old conditions. How he inaugurated the system and carried it out, will be fully described in an early issue of Hardware and Metal.

G. H. Clark has his window taken up with a neat display of garden tools. A feature of this window is the unusually attractive background, which is built up of Southern pine, finished so as to bring out the grain of the wood. It makes a very effective window for display purposes.

RACKS MADE OF PIPE.

Toronto.—P. H. Finkle, hardware dealer on Queen Street West, believes in letting nothing go to waste. Recently he found that a collection of odds and ends of lead pipe had collected on his hands and he decided to make use of them in some way. By ingeniously putting the pieces together, he constructed three racks for the display of goods in the store.

One rack consists of two long lengths in upright position, converging almost together at the top, where they are joined by a short length of pipe. Cross pieces are attached to both uprights at regular intervals, extending over a foot on each side and giving room for the display of rolls of screen wire.

The second rack is constructed along somewhat similar lines except that the cross-arms are wider. It is used for the storing of large rolls of poultry netting.

The third one is smaller and is modeled somewhat on the lines of an umbrella stand. It is used to store axes and axe handles.

The material used did not cost Mr. Finkle anything, as it was gleaned entirely from odd lengths which could not have been used for any other purposes. The racks are very handy and they save considerable store space.

MARITIME FIRM APPOINTS NEW WESTERN MANAGER.

St. John, N.B., April 23.—Raymond Archibald, who for a number of years, has been the New Brunswick representative for the Sherwin-Williams Co., is leaving this week for Saskatoon, where he has accepted the position of manager for the Enterprise Hardware Co.

Mr. Archibald has been spending a few days at the works of the Enterprise Foundry Co., Sackville, getting himself thoroughly familiar with the various processes of stove and furnace making; and he feels very enthusiastic about the future possibilities.

This company report business exceedingly good with a growing demand for their stoves from all points between Cape Breton and British Columbia. In accordance with their recognized progressive policy they keep constantly adding to their facilities. They are now increasing their moulding shop capacity and have recently installed several of the most modern moulding machines. In addition they are building a sand warehouse and a fire-proof building for patterns; also increasing their storage capacity and enlarging their plating department. They have also just completed an overhead trolley system which greatly facilitates the handling of castings and other goods between the various departments. The plant is now one of the most up-to-date in the country.

CARRYING INTEREST IN CUSTOMER BEYOND THE SALE.

Winnipeg.—C. C. Falconer & Co., of this city, have adopted a scheme which is intended to show customers that the firm's interest in them, does not cease when they have made a purchase. They are enclosing in every parcel which leaves the store, a circular neatly printed in red ink, which reads as follows:

> HOW DOES THIS PACKAGE OPEN UP?
>
> Do you find it all you expected when you bought—in style quality, everything? Is it good value—have you got your money's worth? When you and every other customer of ours—can answer "yes" to these questions we can feel that our store is all we aim to make it—a perfectly satisfactory store. Finding it so, will you not tell others about it and help us to build up a constantly better business? That favor will be highly appreciated.
>
> C. C. Falconer & Co.,
> Corner Selkirk Ave. and Andrews St., Winnipeg.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52

Toronto.

Turpetine.—Reduced 10 cents.

Plaster of Paris.—Advanced to 1 cent a pound.

MONTREAL.

Montreal, April 29th. — During the past week iron ore in the United States was reduced 50 cents a ton, with the intention no doubt of stirring up new interest in a market that has been stagnant for some time. As yet there has been nothing of a similar action on the Canadian side, but the situation in the United States is naturally creating considerable interest here. If a reduction in pig iron follows the decline in ore, and the foundries to the south are enabled to offer a special price aginst Canadian furnaces, the latter would probably have to meet them, but that is entirely a contingency depending upon several ifs. At present there is a good demand for pig iron from a Canadian standpoint, although the situation is not materially changed here.

Pig Iron.—Several vessels with English and Scottish iron are expected to tie up at the Montreal docks during the coming week, and the opening of navigation is expected to have a general brightening effect upon business. It is a question whether the reduction of fifty cents a ton on iron ore in the United States will have any results in Canada. It means a decline of $1.00 a ton on the cost of pig iron, as two tons of ore are required for one of iron. As yet there has been no decline in the price of American iron, but there seems to be a feeling that it may follow. One report says: "If the iron and steel market had not been stagnant, last week's reduction in iron ore would have made it so. While pig iron buyers do not necessarily claim that they should have a reduction in pig iron by reason of the ore reduction, they naturally want to get the reduction if one is coming, and it would be absurd if they did not wait and see. As to finished steel prices, there is no serious question in any quarter. Finished steel prices are not governed by ore, nor is ore by finished steel prices." (Prices are the same as quoted last week.)

Tin.—Dealers report that enquiries for tin are for small quantities and that the trade is of a piecemeal character. The market is considered practically the same as that of last week, as far as the local market is concerned. The market has as usual been fluctuating, but has assumed what may be termed a dullness. The New York report to the American Metal Market says: "The market does not seem to be in a position to maintain an advance, except on stimulation and encouragement from America, and in the present state of business and outlook this would seem not likely to be forthcoming."

Copper.—The copper market shows no change. Demand is reported steady here, but the situation is generally regarded as uneventful.

Other metals.—Lead is quiet, and regarded as rather weak. In spelter there is not much change, but in both these metals there is a fair demand. Antimony remains in about the same position it held a week ago, with the syndicate seeming to have a rather strong hold on the market.

Scrap Material. — The market shows something of a bareness of scrap material, but it is thought that holders have been holding off with their shipments until the opening of navigation, when they would be enabled to take advantage of the reduced rates. Prices are unchanged, and it is said there is a fair demand for practically all the old metal materials.

Prices quoted are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron No. 1, $14.50; No. 1 wrought iron, $12.50; malleable No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, April 28, 1911.—Conditions on the metal market, as reported by local merchants, is practically unchanged from last week. There is a good normal amount of business doing, but everybody would welcome a little more activity in ordering. It would seem that the backward spring has made the large metal consumers rather cautious, and until some favorable crop reports are received from the West, it is not likely that the situation as regards the volume of actual business will show any very decided change.

Prices, in general, remain the same as were quoted last week. Tin has been fluctuating somewhat, and, at the present time, is a little weaker on primary markets. The difference, however, is not sufficient to alter the price quoted last week.

Business in pig iron is quiet, and there is little inquiry for lots of any size. This is not due to the reduction of 50 cents per ton declared by United States ore producers during the week, but rather to that spirit of caution mentioned above, which is engendered by the uncertainty of Western crop prospects.

Tin.—During the early part of the week London prices rose from £192 15s to £194 12s 6d and then receded, New York quotations remaing stationary in the meantime at 42.45. At the present time primary markets are somewhat weaker, but the Toronto price is unchanged at 45 cents.

Antimony.—This metal is dead quiet, and there is nothing doing locally. In spite of the stagnant market, however, last week's price is maintained, and would be quoted in response to inquiries, if there were any.

Copper.—Copper has had about the same experience as tin, having advanced and then eased off again. The price in New York rose from 11¾ to 11⅞, and then went back to 11⅝. The consumption of the metal in Canada is really enormous, but no larger than usual, so that there is no special flurry observable. The price ruling in Toronto at time of writing, is 13¼ cents. The chief complaint among the metal jobbers is that the price of copper is cut so fine as to make the handling of copper, in the words of one authority, almost the same as changing dollars.

Aluminum.—The consumption of aluminum is steadily increasing in this country, and the market locally is firm at an unchanged price of 20 cents per pound.

Plates and Sheets.—A good normal volume of trade is being done, shipments being to a large extent, simply to apply against contracts booked for the first part of the year. Prices are the same as last week.

Pig Iron.—The situation shows only quietness. While the foundries should be purchasing stocks at pressent, the fact remains that they are not doing so, until confidence in the consuming power of the West this year is more fully assured. Prices quoted locally are as follows:—

Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro No. 3; and $20.25 for Clarance No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrrow and Glengarnock irons are at $20.00 and $22.00 respectively.

Lead.—Price is unchanged here and there is really no demand. Quotations in London are lower, but this weakness has not been reflected on the local market.

Spelter.—United States prices have declined somewhat, the New York quotations being 5.45 as against 5.55 a week ago. In Toronto, there is little business doing in spelter, but the price is maintained at the same figure as last week.

Old Materials.—To-day's quotations: Heavy copper and wire, 10½ to 11c; heavy red brass, 7½; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14.00; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

WILL BE RENEWED?

Ottawa.—There is every indication now that the bounty on wire rods will be temporarily renewed in spite of the tentative assurance of Mr. Fielding that "there is no intention of renewing this aid." Strong pressure has been brought to bear, it is said, on the Finance Minister by his parliamentary colleagues from Nova Scotia It is understood that the bounty on wire rods will be renewed on July 1 for another year at least.

HARDWARE MARKETS

MONTREAL.

Montreal, Apr. 28th.—It is everywhere admitted that one of the important branches of labor in Canada this year is that of railway construction. And this is important from the standpoint of the hardware trade, although the ordinary retailer may not be called upon to supply any of the demand that is now reported, but nevertheless there are hardware houses interested. A representative of Hardware and Metal in conversation with a hardware traveler who looks after the demand from the railway companies stated that were it not for the railway construction in progress there would be an army of unemployed. Reports of the demand for railway hardware are to the effect that the demand is very considerable, and is likely to remain so throughout the summer. This particular business is undoubtedly contributing largely to the prosperity that is evident in the hardware trade.

Demand in spring lines is increasing and the fine weather that has set in has also brightened other departments of the trade just now. Local demand, which has been held back by the unseasonable weather has shown much improvement and the same may be said of the general city demand throughout the country. The West continues to send in a large share of orders covering general hardware lines.

Spring Lines.—Conditions appear to be brighter in this department of the trade. Brushes and other painting and cleaning accessories are freely asked for. Lawn mowers, rollers, rakes, etc., occupy a foremost place on the order lists just now, and hose, reels and other allied lines are going out well. Apparently the retailer is beginning to take advantage of the spring demand for these seasonable goods.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring pattern, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Contractors' and Builders' Tools.—Jobbers report a very satisfactory increase in the demand for supplies required in building operations. The new business is sufficient to indicate a brisk season throughout the entire country. It is the beginning, and as such it is quite auspicious. Trade in carpenters' tools shows improvement, and, in fact, every activity carried on outdoors seems to have taken on a new lease of life with the advent of the fine weather. In this department, too, the West is contributing a good share of the business that is coming to the Montreal houses.

For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upwards. Trade in these lines at present is promising.

Wire.—There is a continued good demand for wire and wire netting, indicating considerable business in these lines throughout the country.

Some prices are: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Heavy Hardware.—Orders for heavy hardware hold their own with the rest of the present demand. Trade is of a steady character, with prices unchanged. Some discounts are: on carriage bolts, ⅜ and less, 70 per cent; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

Household Utensils.—Included in the average order there is a place for household utensils. Carpet beaters, ladders, ice cream freezers, food choppers, electric irons, washing machines and a general line of kitchen and house utensils which the hardware man is usually called upon to supply.

Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt. $1.65, 3-qt. $2.05, 4-qt. $2.50, 6-qt. $3.15, 8-qt. $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

TORONTO.

Toronto, April 27.—Things are now going with a rush. The spring trade is at its height and the local jobbing houses are finding it difficult to cope with the business that is coming in. The improvement begun about the middle of last week, when weather conditions took a turn for the better and every day since has seen an augmentation in the demand. "One bright day means that the next two will see a flood of orders," said a local salesmanager. "As all days are now bright and warm, you can readily see how business is piling up for us." The comparative slackness which has prevailed for the past month is now forcing the market to the other extreme. Dealers who held back from ordering are now in the market and business is literally "making up for lost time."

The only price change recorded this week is on plaster of paris. Owing to the burning of the mills at Hillsboro, it is now found necessary to import supplies from the other side. The wholesale price has been advanced from two-thirds of a cent to a cent a pound, at which figure it will probably remain as long as present conditions maintain.

Seasonable Lines.—There is a heavy all-around demand for spring goods. Rakes, hose, spades, lawn mowers, sprinklers, nozzles, axes, wire fencing, poultry netting, watering cans, and all the many articles required in "garden and lawn culture" are now selling briskly. Enquiries are still received, but most dealers are now buying for immediate shipment. Goods for summer use are also showing activity. Window screens, mosquito netting, ice cream freezers, refrigerators, etc., are in fair demand.

Household Goods.—Trade in the household department is slowly emerging from what might be termed the "housecleaning era." There is still some call for mops, pails, brushes, stepladders, carpet stretchers and the many other articles peculiar to housecleaning and moving time, but the heaviest of the demand seems to be over. There is just as heavy a demand as ever, however, for staple household goods. Tinware and granite goods are selling briskly.

Builders' Hardware.—There is a heavy call for all varieties of builders' hardware. Although the frost is not yet completely out of the ground, building operations are well under way and the retail demand for supplies has already become quite heavy. One retailer informed the writer the other day that he had already sold out a cabinet of lock sets four times this season. In the meantime, dealers are stocking up heavily in anticipation of the demand that is bound to ensue when the buildings now in course of construction reach a more complete stage.

Heavy Hardware.—The demand for heavy hardware has been uniformly good, with prices steady. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Reports are heard of advances in the United States and Canadian West on barb wire, but local quotations have not been affected.

Stoves and Heating Goods.—There is a heavy demand for gas stoves and ranges. The manufacturers report that they have experienced as good a trade as ever in the past; some believe that all past records will be broken before the demand is satisfied. At present the retail trade is quite busy. A few ranges also going and enquiries are being received every day for furnaces.

Sporting Goods.—Heavy business is being done in sporting supplies. Baseball goods are particularly in demand, while the call for anglers' supplies is now at its busiest point.

MANUFACTURERS IN THE WEST.

The Prairie Glass Co., Winnipeg, have been incorporated.

The Anthes Foundry Co., Toronto, will establish a plant at Winipeg.

The Wortman & Ward Co., manufacturers of pumps and farming tools, have purchased a site at Winnipeg.

The plant of the Alberta Linseed Oil and Paint Co. at Medicine Hat will cost $180,000.

An English concern are planning to erect a steel plant near Vancouver at a cost in the vicinity of one million pounds sterling.

The Galt Art Metal Co. have established a new branch at 839 Henry ave., Winnipeg, with H. F. Hobbs in charge.

The Western Hardware Market Situation

Slight Advance in Galvanized Wire—Business Coming With a Rush—Large Number of Small Orders Indicate Improved Conditions—Prospects in Northern Alberta Exceptionally Good.

Business is coming in with a rush. From the amount of little orders received, there must be an immense improvement through the whole West.

From northern Alberta reports are that business is extra good, and prospects very rosy.

Local trade is heavy about Winnipeg, and building operations are on a larger scale than ever.

A goodly number of changes are likely to take place in hardware circles in Winnipeg. McDonald & Fleming are selling out, Kennedy Bros. have sold to another party their business in Elmwood. Weir & Wilson are reported going out, and some other changes are likely to occur during the coming summer.

Heavy sales of garden tools are now being made. The extra fine bright weather is bringing everything along with a rush.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.83, 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron —Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—¼ in., $3.50; ⅜ in., $3.80; ½ in., $4.25; ¾ in., $5.50; 1 in., $7.90; 1¼ in., $10.75; 1½ in., $12.70; 2 in., $17.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼ in., $2.55; ⅜ in., $2.85; ½-in., $3.45; ¾ in., $4.25; 1 in., $6.10; 1¼ in., $8.30; 1½ in., $10; 2 in., $13.30; 2½ in., $21.80; 3 in., $28.60; 3½ in., $35.60; 4 in., $40.80; 4½ in., $46.80.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50 dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 8½c; pure manila, 10¾c; British manila, 8½c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base, $25.75 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $2.95; No. 10, $3.60; No. 11, $3.70; No. 12, $3.15; No. 13, $3.40; No. 14, $4.25.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Paints and oils and all kindred lines are moving very freely, and prices are the same as quoted last week, throughout.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18½c.; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rose, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

MARITIME FIRM IN THE WEST.

St. John, N. B.—The rapidly expanding business of T. McAvity & Sons, in the West, has necessitated the opening and maintaining of a branch in Winnipeg for the distribution of the firm's products throughout the western country. During the last few years as the west had filled up, an increasing percentage of the firm's business is done west of the great lakes, and the question of transportation and distribution becomes yearly a more important one, making it necessary to devote more attention to that part of Canada. The Winnipeg branch is located at 147 Bannatyne avenue and the manager is C. E. Chown.

ALL WANTED TO READ AT SAME TIME.

Rocanville, Sask., April 11, 1911.

Hardware and Metal,—I am enclosing herewith cheque for $6 to pay for my subscription until Sept.,1911, and one for A. I. Holden, and one to R. G. Rock, all of Rocanville. These men are in my employ, and we have had such good satisfaction out of your paper, and sometimes we all want to read it at the same time, that I have decided to secure this for them, so that we can all read it at our leisure. Hoping that this will be entirely satisfactory to you, and awaiting the arrival of the new papers,

I am, yours truly,

S. SCHWANZ,

General Hardware and Crockery Merchant.

SPRING ARITHMETIC.

It was the busy hour of four,
When from a city hardware store
Emerged a gentleman who bore
1 hoe,
1 spade,
1 wheelbarrow.
From thence our hero promptly went
Into a seed establishment
And for these things his money spent:
1 peck of bulbs,
1 job lot of shrubs,
1 quart of assorted seeds,
He has a garden under way
And if he's fairly lucky, say,
He'll have about the last of May
1 squash vine,
1 egg plant,
1 radish.

—Washington Herald.

Adequate Display Greatest Aid to Paint Sales

Neat Appearance of Paint Stock in West Toronto Store Leads to a Large Business—T. E. Hoar & Co. Keep Department in Very Creditable Manner.

"Adequate display." In these two words is summed up the secret of success of most large retailers of paint. To sell paint successfully one must observe a number of rules; but first, last and always, it is necessary to keep the stock well to the fore, to display it where customers will see.

It is indeed a pleasure to visit a hardware store, where the paint stock is well kept up. The writer had occasion the other day to visit the establishment of T. E. Hoar & Co., West Toronto. The door stood invitingly open and through it one caught sight of a generous array of paint tins occupying the whole front of one side of the store. The view improved on closer acquaintance for it was found that the paint stock was in "apple pie" order. The cans were arranged systematically and were all bright and new. If there were any with faded or ragged labels, they had been put in the background, where they could not offend the eye. The woodwork and the shelves shone with varnish, of recent application quite apparently. The appearance of the whole department, in fact, was highly pleasing and business-like.

One store window was given over to a paint display, in the arrangement of which some measure of originality had been shown. In different parts of the store, as well, one could see little racks containing veneer, or furniture stain, or some other paint specialty. In fact, one could not enter the store without running into paints in some form or other on every hand. The fact that this was painting time was impressed on the mind indelibly, was hammered right in, by the process of "adequate display."

It went without saying that this store was bound to be handling a big paint trade. The writer found such to be the case, when he enquired how business had been. "Never better," was the response. "Paint has been selling like fun." The informant went on to explain that people were buying paint in big bulk, cheerfully accepting the higher price asked. More complaints had been received it seemed when the price was advanced from 45 to 50 cents than since the last increase in price. A few customers had complained but they had all belonged to the class of chronic grumblers anyway.

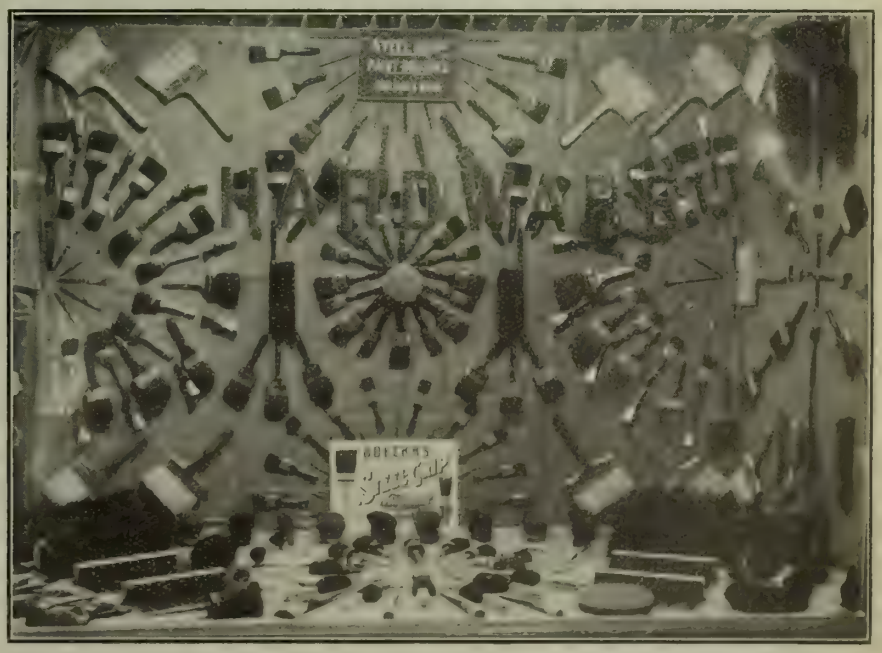
This shows what can be done by displaying the goods to advantage. In a great many establishments, the paint department is kept at the rear of the store. The boy who does the dusting generally tires before he works back that far, or else he counts on no one seeing the dusty and disordered state of the goods on account of the lanterns, mitts, brooms, etc., which hang from the ceiling. As a result, the paint tins become shopworn, and do not present the neat appearance which makes sales. Dealers who run their stock in this way—and, unfortunately, there are many who do—get just as much business as comes to them in the ordinary course, and no more.

On the other hand, an effective display creates sales. People will be reminded of some need in that line and will purchase, where otherwise they would have just let things slide. A display such as that made by T. E. Hoar & Co. does more than bring the subject of paint into the minds of all who enter the store. It shows what can be done by the use of paint, and that is the most forceful argument possible.

A BRUSH DISPLAY.

Recently a good display of brushes was arranged in a window of D. W. Douglas' store at Campbellford, Ont. Chas. H. Smith, who designed the window, deserves credit, for he undoubtedly succeeded in effecting a very atractive and striking arrangement. The photograph gives an inadequate idea of the completeness with which each detail was carried out. The background was filled in with green sateen, while over the top and sides, streamers of twisted tissue paper were drawn.

The window attracted considerable attention and stimulated sales in that department.



Display of Brushes in D. W. Dougle's Store, at Campbellford, Ont.

AN INSTRUCTIVE CALENDAR.

A neat calendar has been sent out by Brandram-Henderson, to practically every householder from coast to coast. It is dated from April, 1911, to April, 1912, and shows a pretty scene at a summer home.

On the back is printed a great deal of information relative to the formulas and the use of paint. An interesting table is given to show how much paint would be required to cover a certain area. It is estimated that one gallon will cover 100 square feet with two coats. The following explanation is appended:

Dry surfaces will naturally absorb more paint, and considerable will be taken up in the beads, edges and cracks, where it cannot be thoroughly spread. This being the case, it is safer to estimate on 340 square feet to the gallon, which is about the average quantity required.

To ascertain the number of square feet, add the number of feet in length (both sides) to the number of feet in width (front and rear), and multiply in the average height. Divide this by 340 and you have the number of gallons wanted to paint your house.

Example—

Building, side	42 feet.
Building, side	42 feet.
Building, front	26 feet.
Building, rear	26 feet.
	136 feet.
Multiply by height...	25 feet.
Divided by	340)3400

For two coats 10 gallons.

On the back, also, a small envelope is attached, containing samples of colors.

HELD A DEMONSTRATION.

An effective method of attracting notice to a new specialty or to renew interest in one that has been on the market for some time, is to hold a demonstration. Painters will always manifest interest enough in an exhibition of this kind to attend and others will stop long enough to get an idea of the merits of the article used.

During the past week a demonstration was held in the store of the Sanderson-Pearcy Co., Toronto, the article shown being a well-known paint remover. In order to attract attention and make the demonstration a success, cards of invitation were sent around to all the painters in the city. A large number res-

ponded and the crowds in attendance were quite satisfactory. A number of old pieces of furniture were operated upon, including a dresser, a table and a door. The door had been exposed to the elements for many years quite apparently, and the surface was sadly scarred and marked. The remover did not find any particular difficulty in trimming the paint off, leaving the surface reasonably smooth and clean.

The process was fully demonstrated and the proper application explained. The audiences were duly impressed, and large sales resulted.

PORCH FLOOR PAINT BEING LIBERALLY USED.

As one goes along the streets in these warm spring days, it is surprising to notice how many amateur painters are at work applying a coat on their porch floors and side walks. And, on second thought, it is surprising to notice how many people there are, with really disreputable looking floors and walks, who do not appear to be taking any steps to protect them and improve their appearance.

As a matter of fact, the explanation is easy. It is simply that dealers are not pushing the sale of porch floor paints. They are not well advertised, as a rule, and, even in the store display, they usually occupy some out-of-the-way corner. They are sold to people who really want them and ask for them.

It is a mistake to neglect publicity on this line. The fact that the average householder would not use more than a quart or half a gallon at most, to paint his porch floor, should not deter the dealer from endeavoring to interest as many of his custimers as possible in porch floor paint. If the average purchase is small, the number of possible buyers is very large indeed, as almost everybody has sufficient porch to make it worth while painting the floor.

If fifty per cent. of the people of your town who have a porch floor a little the worse for wear, should buy half a gallon of porch floor paint, would it not mean a vast increase in your paint business? It looks as though it might be well worth while to suggest to customers, the advisability of investing in this article. What better method is there of doing so than by means of a circular inserted in each parcel that leaves tne store, as suggested in last week's issue of Hardware and Metal?

SELLING PAINT BY EXAMPLE.

A customer dropping into J. E. Wainwright's hardware store on Roncesvalles Ave., Toronto, not long ago, wished to know what material he should use to decorate the interior of his house. He said that he had tried two or three advertised preparations, but had made a bad mess of his walls, as he was doing the work himself.

"How do you like the way I have decorated my own walls?" asked Mr. Wainwright, pointing around the store.

"Why, that is fine," answered the customer. He walked over and scrutinized the walls closely, rubbing them with his fingers. "It doesn't rub off. either."

"No, it's on for keeps," said Mr. Wainwright. "You might think, to look at it, that it is a water color, which might rub off. But it is not. In spite of its dead flat appearance, it is an oil paint, which may be washed with soap and water, without in any way altering its appearance, except to cleanse it when it's dirty."

"Is it difficult to apply evenly?"

"No! I did it myself, and I'm no painter. Besides, I was rushed for time, and was not able to paint as carefully as I would have liked."

"And did you stencil the border yourself?"

"Yes! That is easy, too. I have some stencils here which I loan my customers, when they wish, and anybody can secure good results from their use. You will notice that I painted the walls a light green. For the stencil work, I used the same kind of paint, but in an olive green shade. Don't you think the effect is very attractive?"

"I do indeed," returned the customer, "and it is just what I want on my own walls. What is the price of this paint?"

The customer walked away with enough of this flat oil paint to do one room, and the chances are that he'll come back for more. This sale was made so easily, because the dealer could point to a concrete example of work which the paint could perform, right in his own store.

The merchant who keeps his own premises bright and attractive, will not have so much difficulty in persuading his customers to do the same.

CHATHAM CLERKS WILL PLAY BALL.

The hardware clerks ball team recently elected officers for the year. E. C. Brisco was chosen manager and Brady will be field captain. The battery this year will be King as catcher and Brady as pitcher, the club, including Ed. Wanless, Sep. Pool, Thatcher, Head, Windegarden, Willard, Eberts and Glassford. The new manager put up the cigars for the gathering.

CLERKS ORGANIZE SOCIAL CLUB.

The first banquet under the auspices of the social club formed by the members of the Jas. Walker Hardware Co., Montreal, was held on Tuesday night and proved a most enjoyable affair. The social club is a development of the hockey club which, during the past winter, proved valuable in uniting the employees in an interest apart from work. F. H. Malone is president of the club, Andrew Gross, secretary-treasurer and Capt. Leblanc, of the hockey club, is the third member of the executive. The idea is a new one and in its infancy has proved such a success that the feeling is unanimous that it be given every opportunity of development.

The banquet was held in the Castle Blend tea rooms and the good things that were served were undoubtedly responsible for the "flow of soul" that characterized the post prandial speeches. Letters were read from Jas. Walker, President of the company, and D. S. Walker, vice-president, expressing regret that other engagements prevented them from attending the banquet. With Mr. Hill, they expressed their sympathy with the idea of forming a social club among the members, feeling that its influence would not only be beneficial to the members, but also that the harmony thus created would be an asset to the staff in their relations to the company.

Music and readings added to the pleasure of the occasion and it is believed that the Social Club, thus auspicuously inaugurated, will become a live association, as the members were delighted with the spirit manifested and the impetus given to broaden relations among the staff.

WHAT CLERKS ARE DOING.

L. Hunter, of Saskatoon, has taken a position with the Battleford Hardware Co., Mr. Arcand having gone to his farm.

Roy Claus has severed his connection with J. W. Paisley, Cedar Springs, and has taken a position with Peter Cunningham, hardwareman, Chatham.

A happy event took place at Hespeler, Ont., wnen Percy C. Green, of the Wallaceburg Brass Co., was united in marriage to Miss Birdie Bolduc.

F. Senten has left Ridgeville to take up a position in Hamilton's hardware store at Emerson, Man.

The employes of the T. J. Trapp & Co., hardware store, New Westminster, have challenged the employes of the Cunningham Hardware Co. to a game of soccer football and the latter have accepted. The Cunningham team will line up: Goal, W. Turnbull; backs, J. McDonald and Davis; halves, Swanson, Saint and Dawe; forwards, Eickhoff, Wright, Savers, Crawford and Follin.

NEW COMPANIES.

Canadian Yale and Towne Ltd., have been incorporated to manufacture safes, locks, hinges, padlocks, door checks, chain hoists and other forms of hardware; head office, St. Catharines; capital stock, $100,000.

The Martin Bennett Asbestos Mines, Ltd., have been incorporated, to manufacture asbestos or any mineral in all its branches; head office, Thetford Mines, Quebec; capital stock, $500,000.

The Dominion Electric Heating Co., have been incorporated to manufacture electrically heated devices and other electrical appliances; head office, Toronto; capital stock, $60,000.

J. Watterson & Co. have been incorporated to manufacture and deal in iron, steel, metals, metallic substances, oils, glass, vitrified wares, etc., and to carry on the business of general hardware merchants; head office, Montreal; capital stock, $150,000.

La Fonderie du Peuple, Limitee, have been incorporated to cast, mold and smelt metals and to manufacture and repair all steel, iron, brass and wood works; head office, Joliette, Quebec; capital stock, $40,000.

M (MAPLE LEAF) L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

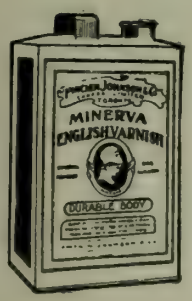
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6 to 24 MORSE STREET, TORONTO

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Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.



Your Immediate Profit May Be Large





if you handle an inferior brand that offers a larger percentage of profit, but it is poor business sense to be influenced by alluring, quick-return propositions. The paint or varnish that offers a fair margin of profit and a high-class reputation that means repeat orders is the kind that eventually brings the best returns.

MINERVA
PAINTS AND VARNISHES

can't be made any better. They have attained that degree of perfection beyond which brains, science and modern manufacture have been unable to make any advance. For 76 years Minerva Brands have been manufactured in England, and are to-day the very highest class of paint and varnish made. A thoroughly modern, fully equipped Canadian factory is now supplying a rapidly growing demand. Are you getting your fair share of paint business—paint profits ?

The largest steamship and railroad companies and prominent decorators all over the world use Minerva Brand. Mr. Dealer, you have a profitable proposition waiting for you. If you haven't already looked into the Minerva plan, write us.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. — 377-387 Carlaw Ave., Toronto, Can.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, April 28th.—Painting time has at last become a reality indeed, and apparently the call for paint, varnishes, etc., is well up to the average. The weather man has finally removed his ban, and retailers should now take every advantage of the opportunities for business. Orders are coming in freely with varnishes, prepared paints and white lead probably bringing in the most business.

During the past week linseed oil has remained steady in price, but turpentine has slumped again, and is quoted ten cents per gal. lower than the quotations a week ago. The supplies coming forward now rather more liberally than was expected has taken from the market that strength which so marked a short time ago.

Linseed Oil. — There has been no change in this market during the past week. Conditions seem to be stationary for the time being, and give the appearance of remaining around the present figure. The demand for linseed oil is steady, with the feeling rather firm. The present quotations are for raw per gal. $1.10, and boiled $1.13.

Turpentine.—Another decline is reported in this market, the price now quoted being down to $1.10 per gal. Offerings have been coming forward rather freely, and under this condition the market has lost its former strength. The demand for turpentine remains active.

Prepared Paints.—This market is in a healthy condition, thanks to the demand that the country at large is making upon stocks for the annual campaign.

White Lead.—The demand for white lead is heavy, owing to the amount of outdoor painting that is now in progress. The market is firm under the new demand and present prices are expected to prevail.

Quotations are as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton $6 f.o.b. Montreal.

Paris Green.—This article is still going out nicely, indicating that there are still some to secure their supplies. The season for its use is gradually drawing nearer, and it is preferable to obtain requirements early.

Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50 lb. and 100 lb. drums, 18¼c; 25 lb. and 100 lb. drums, 18¾c; 1 lb. packets, 100 lbs., in case, 20¼c per lb.; 1 lb. packets, 50 lbs. in case, 20¾c per lb.; ½ lb. packets, 100 lbs. in case, 22¼c per lb.; I lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—Orders for this insecticide are also being received rather freely, indicating a certain interest among the trade.

Prices are: In bbls., about 800 lbs.; 9¢; in half bbls., about 400 lbs., 9½c; in 25 lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

Putty.—The demand for putty is good, being a part of the regular business that is felt at this time of the year.

Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, April 27.—The demand for all varieties of paint and supplies during the past week has exceeded past records by a comfortable margin. With the advent of fair weather, activity became at once the dominant note. People flocked to the hardware stores for paint and the dealers in turn literally flooded the manufacturers and jobbers with orders, mostly all of the "rush" variety.

The feature of the market has been the continued slump in turpentine. After showing a tendency early in the week to strengthen up a little, turpentine suddenly dropped again, and at time of writing is selling at $1.10. No other price changes are noted.

Linseed Oil.—The market again manifests some slight weakness, brought about most probably by the fact that the season has been so late in opening up. The demand up to the present has not been quite so large as in other years. Conditions now are very healthy, however, and the local trade in Toronto speak of business as being very good in oil.

Turpentine.—The very considerable reductions of the past two weeks, though not altogether unexpected, came as somewhat of a surprise, and there was, in consequence, a large demand at once from varnish manufacturers and dealers in paints, so that the supplies coming forward were promptly taken up. The inevitable result. as forecasted in last week's Hardware and Metal, was a strengthening at Savannah and Jacksonville. An advance of from 4 to 4½ cents per gallon was recorded there last week, but the local price remained steady. The impression prevailed that there would be still further advances on the primary markets, as the nights have been unusually cold in the turpentine belt. It was feared that this would check the flow of gum for some days and tend to retard the production of turpentine for a week or more. This contingency did not arise, however, the supply continuing to arrive on the market in good bulk. As a result, the price began to fall off and the local quotation dropped on Wednesday to $1.10, a reduction of 10 cents.

In connection with the turpentine situation, it is worthy of note that one of the large turpentine producing companies has just gone into bankruptcy, with liabilities of $115,000 and assets valued at only $65,000; this despite the fact that the price realized for turpentine has been about double that of two years ago. High prices do not necessarily mean profit to the producer.

Rosin.—Rosin has been fluctuating to some extent, though it has not been affected as quickly as the turpentine market. A very strange feature occurs in this department: the extra fine grades are now only from 25 to 50 cents per barrel higher than the dark rosins.

The only explanation for this is that the gatherers of gum have been more careful in treating it by which they have been enabled to have a greater proportion of finer grades than formerly.

Putty.—There is a seasonably good demand at present. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—There is a steady movement to white lead. Painters are now actively engaged in outdoor work, and consequently are beginning to buy white lead in good bulk. During the past week there has been a marked increase in the output. The price is standing the same.

Varnishes and Japans. — All specialties are in active demand, and varnishes are traveling out just as fast as the manufacturers and jobbers can ship. All reports point to a splendid retail trade at present. Prices are stationary and will almost certainly remain at the present figure for some time.

Prepared Paints.—The call for prepared paints is probably at its highest point at the present time. Dealers are finding it necessary to renew stocks in order to meet the demand, and the manufacturers as a result are kept busy supplying the demand.

Petroleum.—There is not a heavy demand for coal oil at the present time. Prices quoted here are:—Canadian prime water white, 12½c; United States water white, 14c; Pratt's Astral, 16c. The market is strong with a good demand in evidence.

WAGE INCREASE TO BROOM TYERS.

An entirely voluntary increase in wages has been granted to the broom tyers in the broom manufacturing department of the Boeckh Bros. Company of Toronto. For some years past the prices paid for tying brooms was regulated largely by prison competition, which has now, happily, been done away with, and the company has, after careful consideration, decided to increase the wages of their workmen. In doing so, it has, however, been stipulated that every broom must be absolutely perfect, as otherwise it will be rejected by the firm's inspectors, thereby insuring to the consumer an article that will give the very best of satisfaction. The same rule has been in effect in the brush department of this company for sometime, and has proved entirely satisfactory to all concerned.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL.—If the front door, porch, ceiling or bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON.—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER	Per 100 lb.	
Casting ingot	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .	21 00	
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00	
Copper sheet, tinned, 14x60, 14 oz..	20 50	
Copper sheet, planished, 14x60, base	28 00	
Braziers', in sheets, 6x4	23 00	

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	3 00	3 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 55
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
25	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 61	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 50 44 45

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 8" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80. Al prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 2½ p.c. off. Other sizes, 50 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. per coppering and $2 per tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $3; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

NAME AND DESIGN REGISTERED 1909 PATENTED 1910



MADE IN OVAL AND FLAT

BOECKH'S "STEEL GRIP" PAINTERS' BRUSHES

are the result of years of experimenting, and are without doubt the best and smoothest working Brushes to be had anywhere.

They are guaranteed in every respect.

WRITE FOR PRICE LIST, Etc.

THE BOECKH BROS. COMPANY, LTD.,

Head Office
80 York Street.

TORONTO, CANADA.
ESTABLISHED 1856

Factories
158 to 168 Adelaide Street West.

Registered  Trade Mark

HRS&Co

Henry Rogers, Sons & Company, Limited

Sheffield - - - - - Wolverhampton

Manufacturers of the famous

"UNION JACK" Cutlery

the **SIGN** of **QUALITY** on all goods bearing this trade mark. Handled by all progressive dealers.

STOCK CARRIED IN MONTREAL.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12½	
U.S. Water white "	0 14	
U.S. Pratt's astral "	0 16	
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline, single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 40
Wood Turpentine		1 00
Linseed Oil, " raw.	1 11	1 15
" " boiled	1 14	1 18
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	1 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; nett extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamuton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $2; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 1-32 in., doz.	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 66
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and tape, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	6 60
Adze eye nail hammer, 10 oz., doz.	1 35
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch per gross	9 00
" " ⅜ " "	10 00
" " ½ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	5 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

"NEEDS NO PAINTING"

AMATITE means more to the man who needs a roofing than just merely something to put on the top of a building.

It means a thoroughly satisfactory and reliable roof covering, without future *expense for painting*—because the *real mineral surface* makes painting unnecessary.

Frequently the cost of painting a roofing amounts to almost enough to buy a new Amatite Roof.

Amatite can be laid right over shingles, tin or other ready roofings. The directions hold good for laying Amatite anywhere and over anything, and are as simple as A B C.

For further information, booklet, samples, etc., address nearest office.

Everjet Elastic Paint A very tough, durable paint, at a low price. One color only—a lustrous black Use it for machinery, heating apparatus, smoke stacks, roofs, fences, water tanks, etc.

Creonoid Lice Destroyer and Cow Spray Cows give more milk if sprayed with Creonoid to keep away the flies which make them restless. The poultry output will be increased if the henhouse is made obnoxious to insect pests by disinfection with Creonoid.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Theathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

Red S Brand Window Glass



Glass Benders to the Trade

THE TORONTO PLATE GLASS MANUFACTURING CO., Limited

HILL & RUTHERFORD, Managing Directors

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 35

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS. per doz.

Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	37 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅞ and upwards, 9c.; under ⅞, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisal bed cord, 48 feet, per dozen	0 65
Sisal bed cord, 60 feet, per dozen	0 80
Sisal bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ¼ lb. each, per 100 lbs.	2 40
Solid, 3 to 50 lbs	1 55

SASH CORD

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Doz

Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS Per cent

Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

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STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch	" " 8 14

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	$ 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 284, 66 ft., each	3 80
Chesterman's linen, No. 1822, 66 ft. ea.	1 18
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

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Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

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Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 13½
Hinged pipe vise, 25 lbs	3 85
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

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Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 85
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

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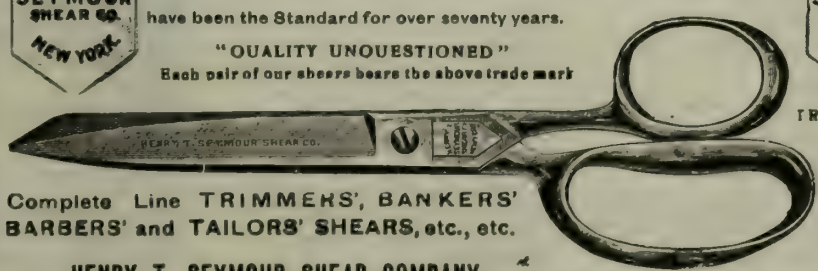
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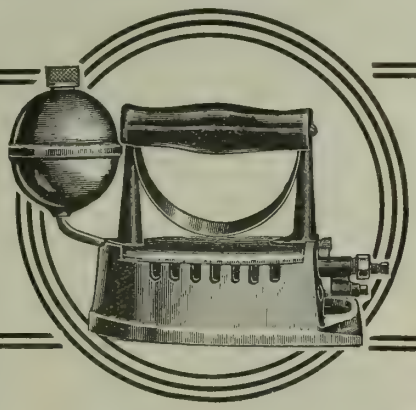
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Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Mower Sharpeners
R. Woon & Co., Oshawa

Lighting Fixtures
MacLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
W. T. Digby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadelold Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

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International Tool Co., Detroit
Rhodes Mfg. Co., Grand Rapids, Mich

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Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

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Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg, Mass.
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Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.
Sherbrooke Scale Co., Sherbrooke, Que

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Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

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R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

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McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

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T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
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Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

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McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
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Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

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The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

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The Barton-Netting Co. Ltd. indso Ont

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A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

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The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

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J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

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Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

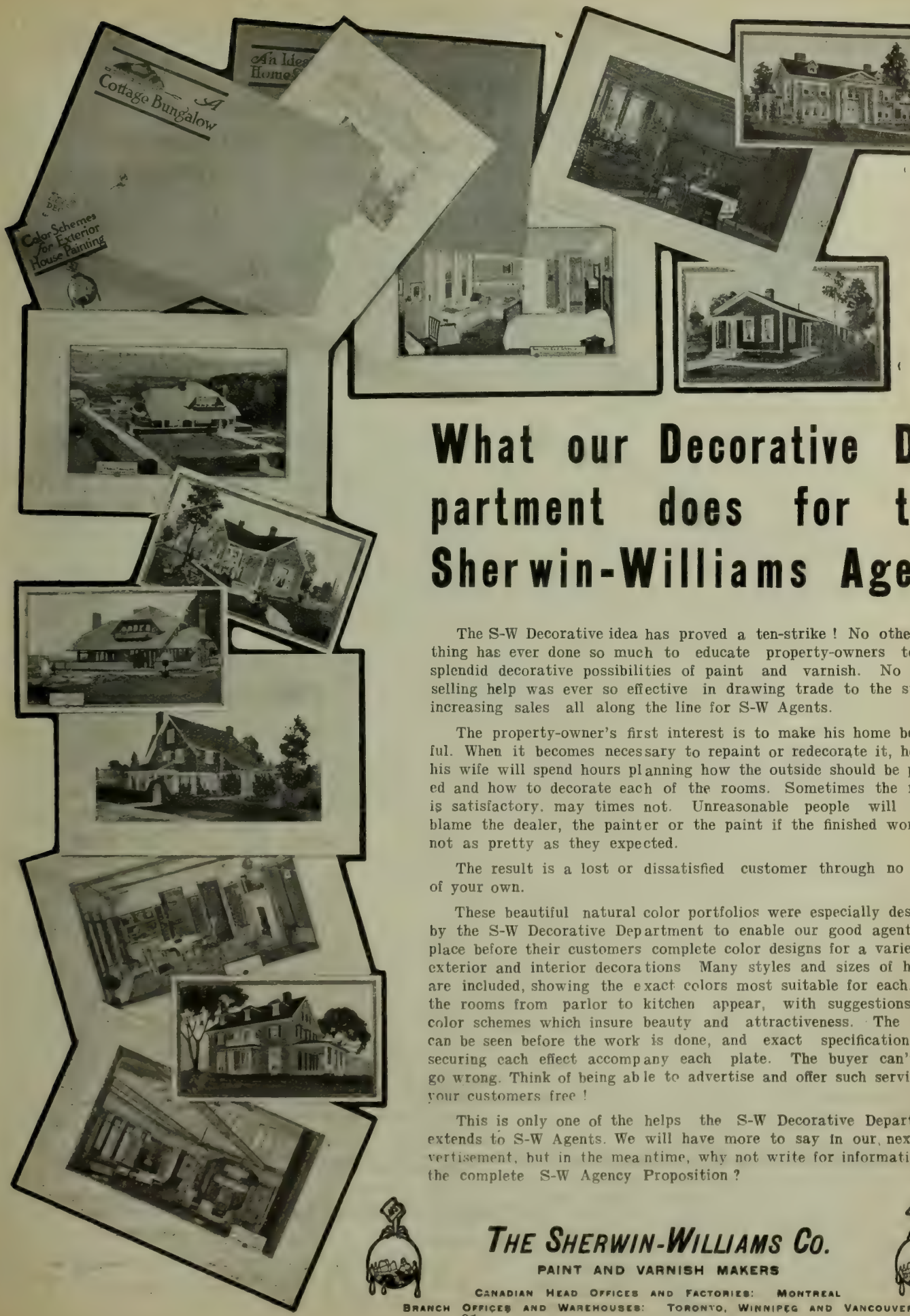
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.



What our Decorative Department does for the Sherwin-Williams Agent

The S-W Decorative idea has proved a ten-strike ! No other one thing has ever done so much to educate property-owners to the splendid decorative possibilities of paint and varnish. No other selling help was ever so effective in drawing trade to the stores, increasing sales all along the line for S-W Agents.

The property-owner's first interest is to make his home beautiful. When it becomes necessary to repaint or redecorate it, he and his wife will spend hours planning how the outside should be painted and how to decorate each of the rooms. Sometimes the result is satisfactory. may times not. Unreasonable people will often blame the dealer, the painter or the paint if the finished work is not as pretty as they expected.

The result is a lost or dissatisfied customer through no fault of your own.

These beautiful natural color portfolios were especially designed by the S-W Decorative Department to enable our good agents to place before their customers complete color designs for a variety of exterior and interior decorations Many styles and sizes of houses are included, showing the exact colors most suitable for each. All the rooms from parlor to kitchen appear, with suggestions for color schemes which insure beauty and attractiveness. The effect can be seen before the work is done, and exact specifications for securing each effect accompany each plate. The buyer can't go go wrong. Think of being able to advertise and offer such service to your customers free !

This is only one of the helps the S-W Decorative Department extends to S-W Agents. We will have more to say in our next advertisement, but in the meantime, why not write for information on the complete S-W Agency Proposition ?

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer

Rates—2c. per word first insertion; 1c. per word subsequent insertion; 5c. additional each insertion when Box number is required

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

ARTICLES FOR SALE

GUN BUYERS would do well to send for catalogue; large stock always on hand of double breech-loaders, both hammer and hammerless, at reasonable prices. F. BAXTER, 13 Brougham St., Handsworth, Birmingham, England. (20)

BUSINESS CHANCES

FOR SALE—Hardware business for sale in good town in Southern Alberta. For particulars apply Box 502, HARDWARE AND METAL, Toronto. (20)

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—General hardware and tinsmithing business, also shops and dwelling, about $7,000, in first-class farming district. Owner wishes to retire. Address Box 2014, HARDWARE AND METAL, Toronto. (17)

FOR SALE—General hardware business, located in one of the best farming districts of Ontario. Stock about $4 500. For cash deal 75c. on dollar. Going West, reason for selling. Box 2005, HARDWARE AND METAL, Toronto. (17)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

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FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Tecswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

WANTED—Tinsmith with about $1,000 to invest in good hardware and tinsmith business in Western town. Splendid prospects. Apply McCLARY MFG. CO., Winnipeg, Man. (19)

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SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15.00 each. After May 15th above prices will not include drawing instruments. Address, THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (13tf)

MISCELLANEOUS

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

MULTIPLE TYPEWRITING and real printing turned out by the Multigraph in your own office will get more business and reduce printing bills—saves 25% to 75% of average annual printing cost and stationery, system forms and circulars. Write for particulars. American Multigraph Sales Co., Limited, 129 Bay Street, Toronto, Ont.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet, Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

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A HARDWARE SALESMAN, desiring to leave the road, wishes to obtain at once an active interest in such business in Western Canada. Can offer in exchange or as security equity to the value of $10,000 in first-class Western lands. Correspondence solicited. Address Box 1083, HARDWARE AND METAL, Toronto. (7tf)

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AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver or metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

EXPERIENCED retail hardware salesman desires position; eight years' experience, married, sober, eighteen months as manager of general hardware business. Good reasons for leaving. A1 references. A. E. DICKSON, Andover, N.B. (17)

SITUATIONS VACANT

TINSMITHS WANTED for Western Canada towns. Apply THE McCLARY MFG. CO. Winnipeg, Man., who will furnish list of towns. (18)

WANTED—Young man who understands repairing guns for wholesale hardware house. State experience, references and salary expected. P.O. Box 1016, Montreal. (17)

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ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper.

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A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

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SPECIAL LINES OF MARINE VARNISH

You will have call now for varnishes for boats, canoes, and all sorts of water craft. Are you prepared to meet the demand?

Have you varnish on your shelves which will positively stand the marine test? How much is a customer worth to you whom you satisfy with a varnish which will stand the marine test?

DOUGALL'S MARINE VARNISHES

are made specially for boat work. A surface varnished with "Dougall Marine" will keep a smooth and beautiful finish proof against salt or fresh water—brine—spray—exposure of any kind—heat or cold or hot sun.

"Dougall Marine Varnishes" are MADE to stand this severe test. Woodwork treated with this varnish CANNOT be hurt by exposure.

Be sure of DOUGALL'S name on the label.

Dougall's Marine Exterior Varnish Dougall's Marine Interior Varnish
Dougall's Spar Varnish Dougall's Boat Copal
Dougall's No. 1 Boat Varnish.

THE DOUGALL VARNISH CO., Limited

J. S. N. DOUGALL, President

MONTREAL, - CANADA

Associated with Murphy Varnish Co., U.S.A.

"THE VARNISH THAT LASTS LONGEST"

TRADE **AUTOPOLISH** MARK

LIQUID

The very best metal polish made for cleaning and polishing all kinds of metals.

Works like magic and is warranted not to scratch the finest surface. Used by the largest corporations and leading firms throughout the Dominion.

A line that sells readily, gives entire satisfaction, and leaves a worth-while profit.

Send to-day for details and prices

Benjamin Moore & Company, Limited

West Toronto

Cleveland **New York** **Chicago**

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgebury, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada.	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada.	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company 100 William Street NEW YORK, N.Y.



DO YOU BELIEVE IN---

THE "HORSE SHOE" FAIRY TALE?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes –

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.—All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A22

Why Buy the "Near Quality" when the Best is Procurable ?

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AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, ewark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

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WAX-EZE

Is a hard drying liquid wax for polishing hard-wood floors.

WAX-EZE brings out the natural grain in the wood. **Easy to apply,** economical to use, does not show heel marks or scratches, gives the floor a polish that is considered the acme of perfection.

For reliable floor wax you can bank on WAX-EZE giving your customers satisfaction.

LET US TELL YOU MORE ABOUT

WAX-EZE

WE SELL TO DEALERS ONLY

The WINNIPEG PAINT & GLASS CO., Limited., EDMONTON WINNIPEG

"EVERYTHING FOR A BUILDING"

THE CALGARY PAINT & GLASS COMPANY, Limited, :: CALGARY, ALBERTA



The purest treasure
Mortal times afford:
Is—SPOTLESS REPUTATION:
That away,
Men are but gilded loam,
Or painted clay.
—King Richard 11

THE DUKE OF NORFOLK made an eloquent appeal to the KING to grant him permission to meet BOLINGBROKE in mortal combat His honour was impeached and as he further stated

TAKE HONOUR FROM ME AND MY LIFE IS DONE

Norfolk knew the value of a spotless reputation, and though hundreds of years have passed since SHAKESPEARE wrote these words, it is as true to-day.

WE KNOW THE VALUE OF A REPUTATION

We are proud of the reputation attained by

HARRIS HEAVY PRESSURE

With this **Metal** we have reached the **HIGHEST STANDARD OF MANUFACTURING EFFICIENCY.**

OF UNSURPASSED MERIT, it is known from the ATLANTIC to the PACIFIC as the best metal for all general machinery bearings. DISCRIMINATING ENGINEERS have proved its worth and specify

HARRIS HEAVY PRESSURE—The Metal with the Spotless Reputation

Your stock is not complete, Mr. Hardwareman, without **H. H. P.** Let us send you a sample shipment.

We know all about Babbitt Metals. Write us your requirements.

The CANADA METAL CO., Ltd., Toronto

PUT YOUR ORDERS FOR

VARNISH, ENAMELS, PRINTING INKS, ETC.

THROUGH

W. T. BIGSBY & SONS, Est. 1840 MITCHAM-LONDON

AGENTS: THE MOUNT ROYAL COLOR & VARNISH CO., MONTREAL
for Quebec and Ontario
AMES BROS., VANCOUVER, for British Columbia

SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Look for the Name

MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

When writing advertisers kindly mention having seen the advertisement in this paper.

DEPARTMENT OF RAILWAYS AND CANALS, CANADA.

ONTARIO—ST. LAWRENCE CANALS.
RAPIDE PLAT CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improving Lower Extreme to Lock No. 24," will be received at this office until 16 o'clock on Friday, May 5th.

Plans, Specification and Form of Contracted to be entered into can be seen on and after Monday, April 17, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $9,000 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, April 14th, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (17)

Department of Railways and Canals, Canada.

ONTARIO—ST. LAWRENCE CANALS.
RAPIDE PLAT CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Dredging Rapide Plat Canal," will be received at this office until 16 o'clock on Friday, May 5th.

Plans, Specification and Form of Contracted to be entered into can be seen on and after Monday, April 17, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $750 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,

L. K. JONES,
Secretary.

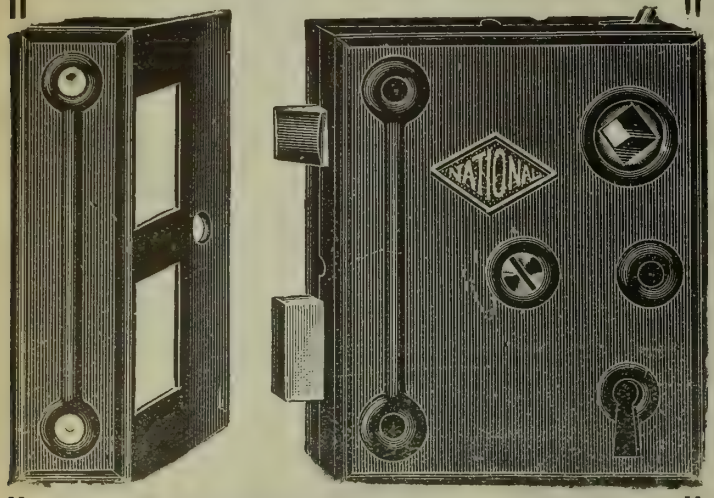
Department of Railways and Canals,
Ottawa, April 14th, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (17)

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builder's Hardware Trade than the

NATIONAL STEEL RIM LOCK



The Locking Mechanism, entirely pivoted on a central pin, is very simple and cannot get out of order.

Ask Your Jobber for this Brand.

NATIONAL HARDWARE CO., Ltd.
ORILLIA ONTARIO CANADA



MADE IN CANADA

GREAT GUNS

The position held by Tobin Simplex Guns to-day as sporting weapons has been won only by the merits of the guns themselves. They have given sportsmen complete satisfaction and the demand is constantly increasing.

The "why" is simply because:—

The Tobin Simplex is the strongest light gun and the lightest strong gun.

The Tobin Simplex has frame and action parts made from steel drop forgings—sears, springs and locking bolts of tempered spring steel.

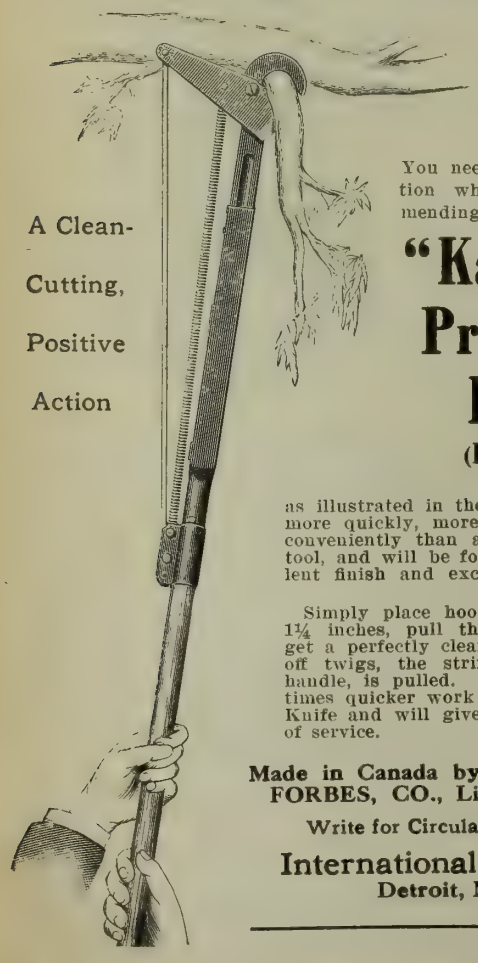
The Tobin Simplex is accompanied by a "Money Back" guarantee, which *assures* satisfaction.

Write us for catalogues and information. Stock up with a reliable gun.

THE TOBIN ARMS MFG. CO., Ltd.

Tobin Simplex Guns

WOODSTOCK ONTARIO



A Clean-Cutting, Positive Action

Every Fruit Grower a Customer

You need have no hesitation whatever in recommending the

"Kansas" Pruning Knife

(Improved)

as illustrated in the cut. It works far more quickly, more cleanly, and more conveniently than any other pruning tool, and will be found to be of excellent finish and exceptional durability.

Simply place hook over limb up to 1¼ inches, pull the handle, and you get a perfectly clean cut; for snipping off twigs, the string, instead of the handle, is pulled. Will do five or six times quicker work than the next best Knife and will give double the length of service.

Made in Canada by the TAYLOR-FORBES, CO., Limited, Guelph

Write for Circular and Prices.

International Tool Co.,
Detroit, Mich.



THE STRATFORD

SAFE AND STRONG

A most seasonable line for your spring selling, and one which gives great satisfaction and pleasure, the

Stratford Swing

It is made from good, well-seasoned lumber, stands eight feet high and is strongly nailed and bolted. The footrest can be placed level with the seat, thus forming a bed or hammock. Body finished in vermillion and swinging part is natural wood well varnished.

An attractive line that sells at a reasonable price.

Write for Catalogue "B."

THE STRATFORD MFG. CO., Limited
STRATFORD, - ONTARIO
Manufacturers of Ladders and Lawn Swings, etc.

WIRE GREENING'S ROPE

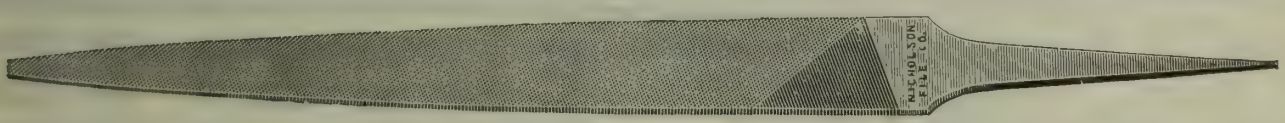
When you sell Greening's Wire Rope you are selling an article that is the favorite of many of Canada's largest users of Wire Rope. Greening's Ropes are as good as wire ropes can possibly be made.

WE GUARANTEE THEM TO BE FLAWLESS

The B. Greening Wire Co., Limited

Hamilton, Ont. - - Montreal, Que.

GREENING



Best Files For Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



GRISWOLD

SPECIALTIES

Cast Aluminum Hollow Ware

Waffle-Irons

Food Choppers

Extra Finished Iron Hollow Ware

Gas Stoves and Ranges

Write for Catalogues

Intelligent Purchasing

is the secret of success in handling hardware.

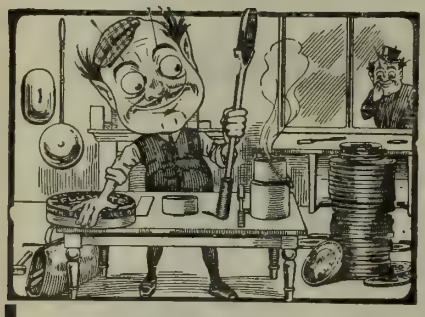
When your stock is composed of good salable hardware you will find trade coming your way and staying with you.

Griswold Hardware

has the high standard and moderate prices that bring and hold business. There is good profit in every sale and perfect satisfaction for the user.

Investigate at once. We can quote you on a multitude of exceptionally salable articles.

The GRISWOLD Manufacturing Co., Erie, Pa.



The satisfied smile,
Happy and br igh ,
He's making a pile
By using FLUXT E.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

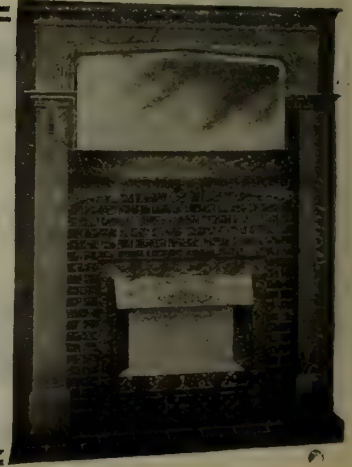
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.





When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

Maxwell Wheelbarrows Suit Everybody



From the big contractor, to the man whose garden is his hobby, every man can find exactly the type of wheelbarrow he needs in the Maxwell line. You'll be surprised at the amount of trade you can do in these barrows if you show a good assortment and make a point of drawing to them the attention of the scores of men who ought to have a first-class wheelbarrow, but haven't. Nine styles, all strong, well balanced and durable.

DAVID MAXWELL & SONS

ST. MARY'S - : - ONTARIO

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

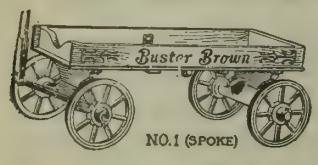
IN 4 SIZES

Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



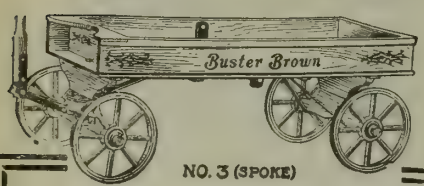
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

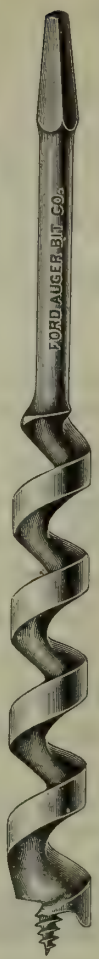


NO. 2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO



Ford Auger Bits
create steady customers

Discerning dealers everywhere have learned the judiciousness of recommending the FORD to the man who steps in and asks for an Auger Bit.

Not simply because of the generous profit from the immediate sale but because of the cumulative value of that sale. One Ford sale means sure future sales—for the man who buys a Ford gets the speediest, smoothest and strongest bit made---hence obtains maximum satisfaction.

His confidence in your judgment not only clinches his regular bit trade but benefits you in every department of your business.

We help you make sales

in every possible way. Thru circular letters, catalog and magazine advertising we reach practically every Auger Bit user---thus stimulating a demand for the FORD. We refer every inquiry to the nearest dealer.

The FORD is unquestionably the finest Bit on the market to-day. Aside from doing better work faster and with less trouble, it has---figuratively speaking---the strength of Gibraltar, and we unhesitatingly back it with a solid guarantee.

There's money in selling it, Mr. Dealer, May we send you our catalogue and circulars?

Ford Auger Bit Co.
Holyoke, Mass.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD, RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringer exclusively





This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

WIRE WINDOW GUARDS

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET - - - TORONTO, CANADA

"BANNER" COLD BLAST LANTERN

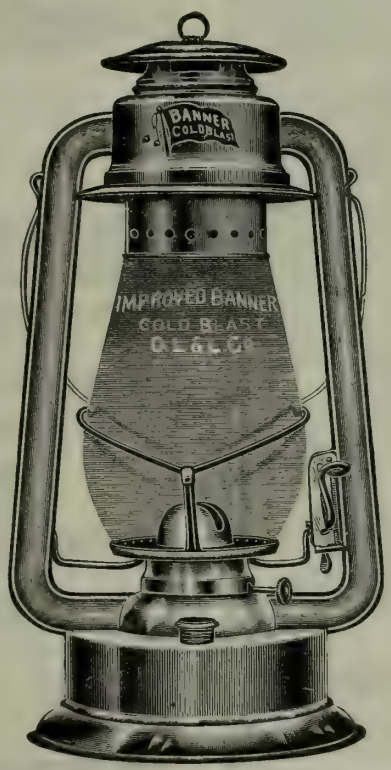
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON, ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step Ladders—Curtain Stretchers
Folding Ironing Boards—Folding Clothes Bars.

Write for Circular and Price List

Otterville Manuf'g Co'y, Limited, Otterville, Ont.

GOOD PROFITS IN GOODHUE'S

LEATHER BELTING

Why let local belting trade go direct to manufacturers? A small assortment of GOODHUE'S high-grade leather belting in stock sizes, aggressively pushed will win the trade for you.

WRITE FOR OUR PRICE LIST.

J. L. Goodhue & Co., LIMITED

BISSETT & LOUCKS, P.O. BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

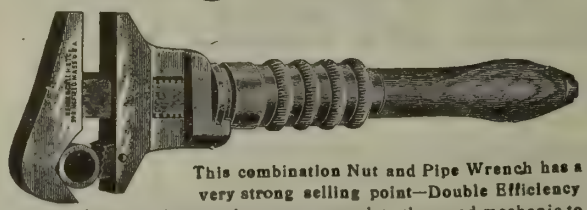
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

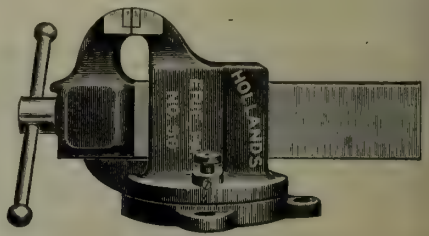
BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

HOLLANDS VISES

Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

WRITE FOR CATALOGUE

HOLLANDS MFG. CO.
ERIE, PA.



BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

Galvanized Fence Hooks



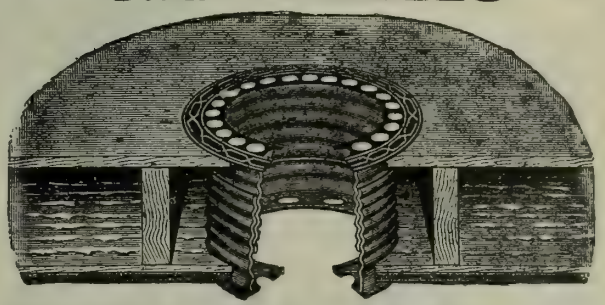
For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited

WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal, 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

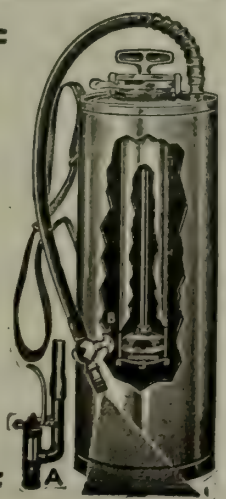
Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



We would like you to handle our

Kitchen Wire Goods

A Fast Selling Line

THE PARKER WIRE GOODS CO.
Worcester - Mass.

Write for Catalogue

DINGMAN & McCOMBE
Montreal **Canadian Representatives**

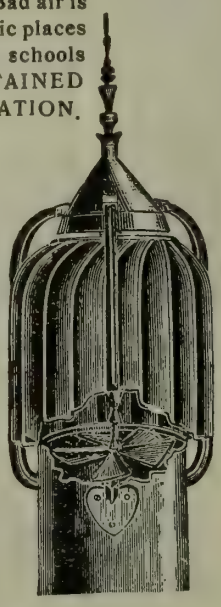
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done g od service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

You Can Make Many A Sale

of Preston Steel Ceilings for repair jobs—as well as for new constructions—if you study up on the advantages these ceilings offer as compared with plaster. Let us send you our literature, telling about and illustrating

PRESTON STEEL CEILINGS

Your profit-margin on these ceilings—as on all our goods—will satisfy you; and you safely put your store's reputation back of them. Talk Preston Steel Ceilings to your trade—the ceiling that is fireproof, dampproof, sanitary and PERMANENT — never needs repairs — and is most economical.

You Get The Good Of Our Advertising

We will refer to you every inquiry coming from your locality, once you connect with us. And inquiries will be plenty, for our advertising campaign for 1911 will be one that will boom these ceilings. Drop us a line for particulars, pattern book showing a few of our 1,100 designs, and trade proposition.

Learn all the details by writing to

The Metal Shingle & Siding Co.

LIMITED

PRESTON, - ONTARIO

Branch Office and Factory at Montreal

Safeguard Your Interests

by handling only goods of Standard make. There is no article you sell in which quality is more absolutely essential than

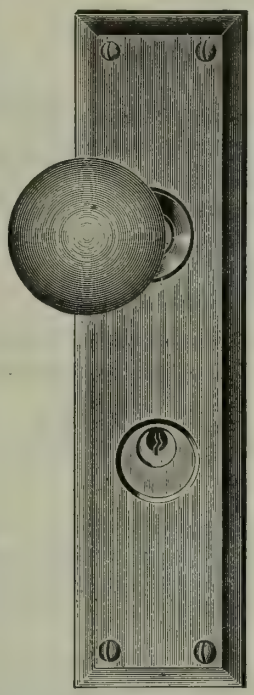
AXE HANDLES

You can protect yourself, and rest assured that you will be giving satisfaction if you handle our handles exclusively.

Send for Quotations

J. H. Still Mfg. Co., Ltd.
ST. THOMAS, ONTARIO

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED ONTARIO

A HEAVY WEIGHT LINE!

A Heavy Weight Line of Electro Silver Plate gotten out especially for hotel and restaurant use is our



WINDSOR PATTERN

Spoons and Forks made in all regular sizes, as well as Sugar Shells, Butter Knife, Salt and Mustard Spoons, Pickle Fork, etc. Get after possible users in your district and fill their requirements. Our catalogue contains details of the many lines we make.

SEND FOR A COPY

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS:---J. Mackay Rose, 88 McGill St., Montreal· N F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

PLIERS :: SHOVELS :: LOCKS

Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our prices will interest you.

SOLE AGENTS FOR THE CELEBRATED

Lindstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

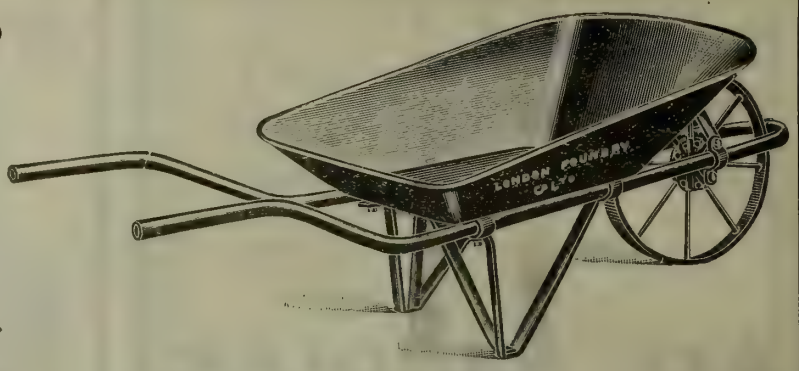
WRITE FOR CATALOGS. WHOLESALE ONLY.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

"MONARCH" WIRE FENCE



If you have a call for a cheap bush or portable fence we can supply a **"Monarch"** perfectly adapted to this need.

The **"Monarch"** is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The **"Monarch"** has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.

OWEN SOUND, - - - ONTARIO
Limited

TORONTO Gendron CANADA

SELL THIS NEW

ARTILLERY CAR

This car is extremely well-built, extra strong and durable. Body is made of steel, painted grey, tires ⅝ in. rubber or steel. This car makes a very handy and effective delivery wagon as well as a boy's play wagon, and a pushing dealer can sell a lot of them for delivery purposes to his fellow merchants. It sells at a popular price, yielding you an excellent profit

Write for our catalog.

The Gendron Mfg. Co., Ltd.

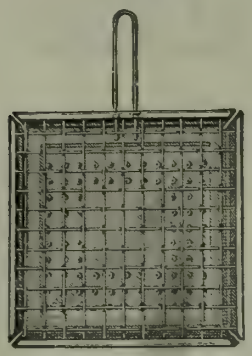
TORONTO : CANADA



NAME AND DESIGN REGISTERED.

GAS TOASTERS

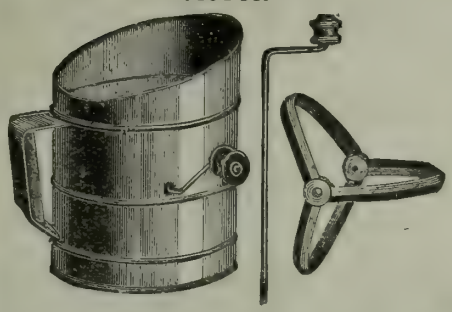
"GYPSY"



Size of body, 9 x 9 in.
Crosswires, copper-plated.
Wrapped ½ doz. in a bundle.

FLOUR SIFTERS

"VICTOR"



Tin Reel—Rimmed Basket. Packed 1 doz. in a corrugated box.

FLY TRAPS

"BALLOON"



The only cleanly method of eliminati'g flies. Packed 1 doz. in a corrugated box.

Our Summer Catalogue contains information concerning goods which sell NOW. If your copy did not come to hand write us for another.

E. T. WRIGHT & CO., - - - - HAMILTON, CANADA

(H. G. WRIGHT)

Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

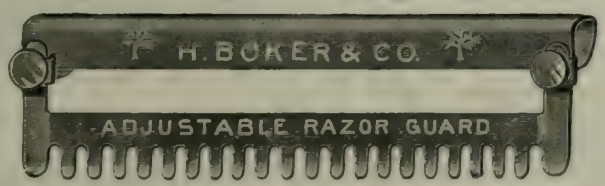
WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard



With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

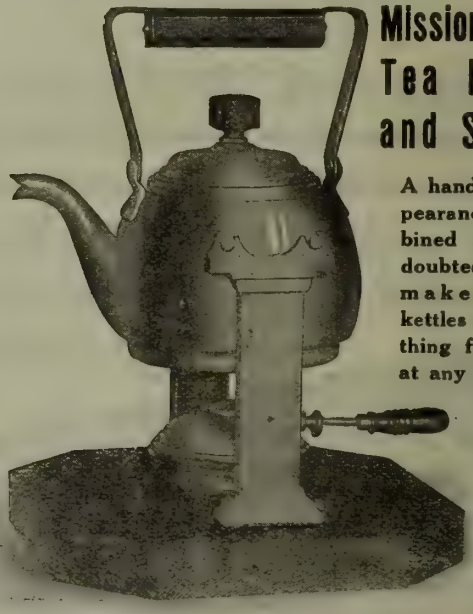
In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

"The Cup That Cheers, but not Inebriates"

in perfection for all who use our



Mission Style Tea Kettles and Stands.

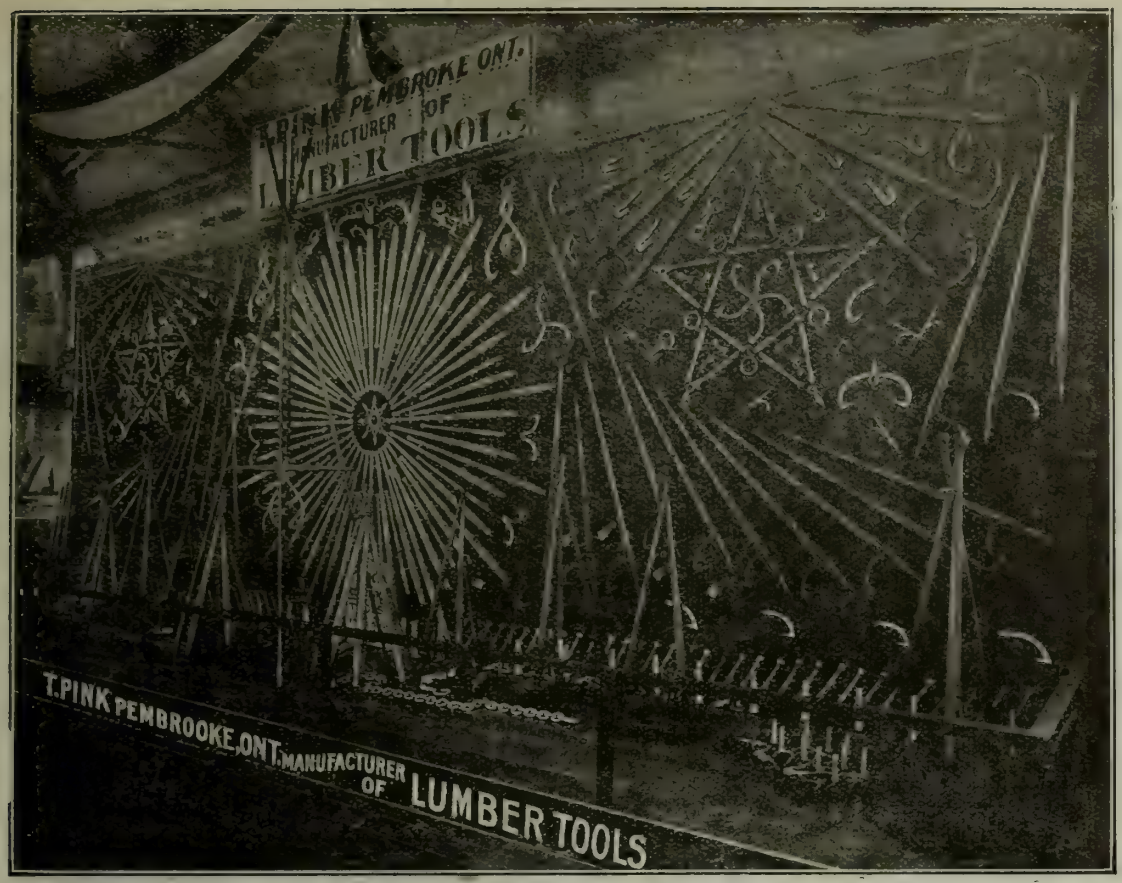
A handsome appearance, combined with undoubted utility, makes these kettles the very thing for a gift at any season.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

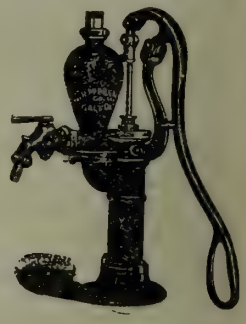
Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.



McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write.

THE R. McDOUGALL CO., Limited
GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Now is the Time

to buy

Whitewash and Kalsomine Brushes

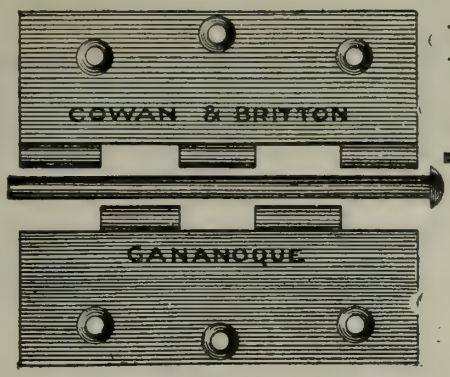
for Spring Trade

also Scrubbing Brushes

You can get best values and most prompt delivery from

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

HINGES BUTTS



BUILDERS' HARDWARE

We are headquarters for every description of the finest quality of Builders' Hardware, including Butts, Hinges, Hasps, Staples, Nails, etc. Over 50 years' reputation for quality recommends our goods, which will be found to give unvarying satisfaction.

Order from your jobber or write us direct

COWAN & BRITTON, :: :: GANANOQUE, ONT.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*



Every Dealer in Canada Should Sell "Ross" Rifles



Not simply because it is a Canadian-made rifle and the only Canadian-made rifle—but because being of Canadian manufacture it has advantages as well as claims over other rifles.

It can be sold cheaper than any other rifle.—Parts can be secured more expeditiously and at less cost and trouble.

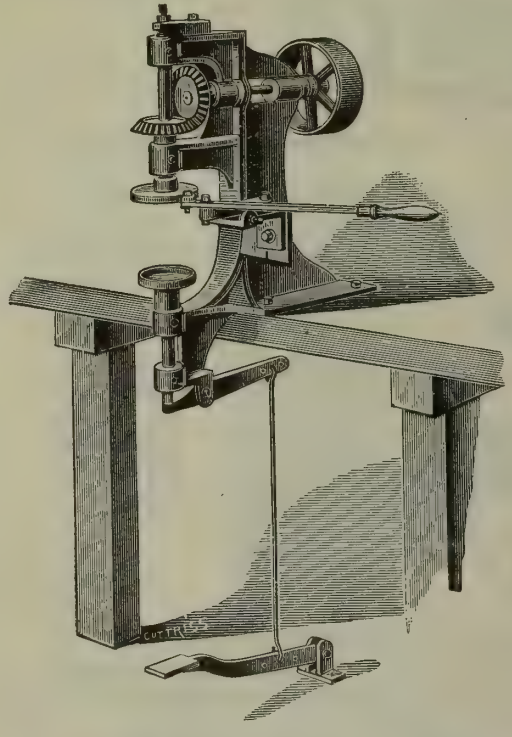
No other rifle has grown so rapidly in general favor, consequently no other rifle has a surer sale.

$25.00 and Upwards

Write for Illustrated Catalogue

The Ross Rifle Company :: Quebec

No 10 POWER DOUBLE SEAMER OR CRIMPER



HAVE YOU ANY

cans to CRIMP or DOUBLE SEAM COVERS on? If so, this is just the tool you want. It is specially adapted for CRIMPING the covers on round paper boxes with metal tops, such as CLEANSING POWDERS, etc. Or for round tin cans not greater than 9 inches in length and 8 inches in diameter. It is very RAPID. Write for further particulars.

THE BROWN-BOGGS CO., Limited - Hamilton, Can.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited

AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES

ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

MALTHITE ASPHALT ROOFING

IS THE LINE YOU SHOULD STOCK AND RECOMMEND BECAUSE OF ITS PERFECT SATURATION

Any asphalt roofing is only just as good as its saturation, and "Malthite" Roofing is saturated solely with "Gilsonite" Natural Asphalt—the kind that is weather-proof, water-proof, vermin-proof, frost-proof.

But because there is no oil to evaporate in "Malthite" Roofing, it retains its weather-resisting properties indefinitely.

This is the line for you to feature right now. Our prices are specially low for prompt delivery.

Write for Details To-day.

The Dominion Roofing Co.

of Canada, Limited,

31-33 Front St. East,

TORONTO, CANADA



Salem



Kingston



Morrow



Turenne



Irwin



Avon



Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"IN STOCK AT MONTREAL"

F. B. & W. Genuine Red Lead
KEGS AND CASKS.

F. B. &. W. Flake Litharge
CASKS.

Nitrate of Lead

V. M. Red Seal Zinc Oxides

Lithopone 34% and 30%

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 6, 1911 NO. 18

BUTCHERS' KNIVES

JOHN WILSONS CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"FLEUR DE LIS"

FLEUR DE LIS

Galvanized Iron

works up easily and wears well.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

HARDWARE EQUIPMENT FOR SUMMER

The Taylor-Forbes Company, Limited

are the headquarters for all sorts of summer hardware for lawn, garden, piazza, sporting and camping, as well as for standard articles for all uses. You will find great advantage in buying from us, as our goods are all of extra quality and deliveries can be made promptly from any one of our storehouses. Our prices allow for excellent profits. The Rollers shown come in various sizes and numbers of units, according to the work to be done.



LAWN ROLLERS

LAWN MOWERS

HEAD OFFICE AND WORKS
GUELPH, ONTARIO

BRANCH
246 Craig St. West
MONTREAL

REPRESENTED BY
H. G. Rogers - 53½ Dock Street, St. John, N.B
W. A. MacLennan - - - - - - Vancouver, B.C.
J. B. H. Rickaby - - - - - - - Victoria, B.C.
Harry F. Moulden—Travellers' Building, Winnipeg.
Canadian United Mfrs. Agency—London, England.

Index to Advertisers and Buyers' Guide Pages 64-66. Want ads page 68.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

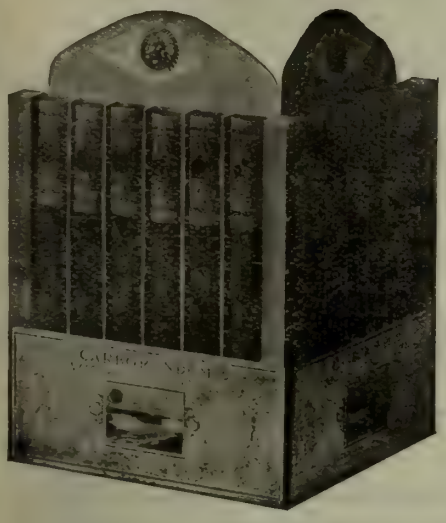
Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2¼ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

We are Spending Thousands of Dollars to Advertise



Carborundum

Niagara Scythe Stones

The demand this spring is going to be bigger than ever. Have you stocked up?

Remember, the only way you can get the advantages of the big demand Carborundum Advertising is Creating is by handling and pushing Carborundum Sharpening Stones. : : : :

The Carborundum Company, Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

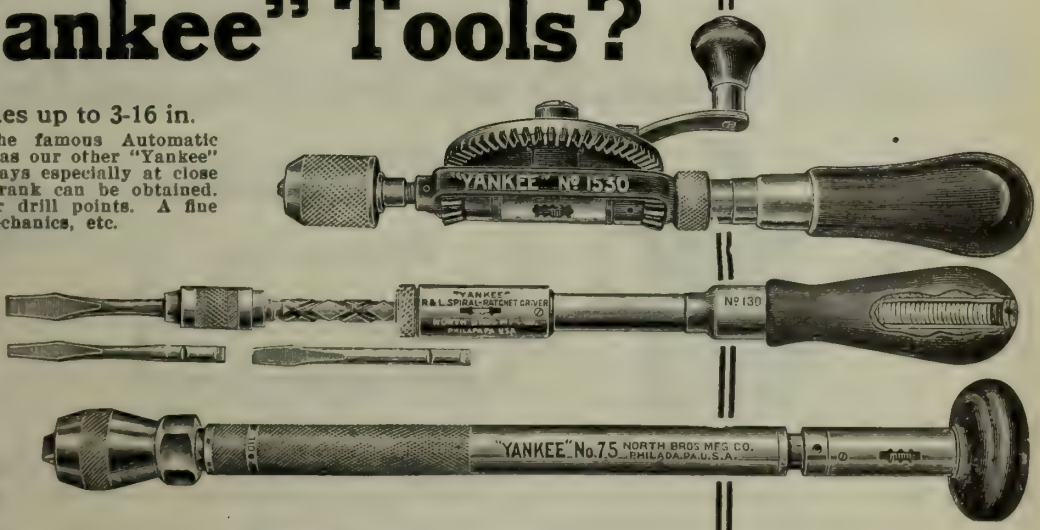
Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅝ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics. Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled. The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Also ask for new illustrated price list No. 4 - A.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

THE S.M.P. WATERING POTS

FITTED WITH

Seamless Breasts, Patent Zinc Roses and Detachable Spouts



Prices on Application



Plain Tin, Japanned or Galvanized

QUARTS 1, 2, 3, 6, 10, 14

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

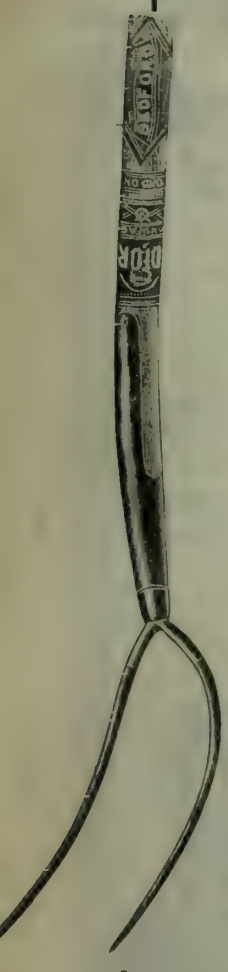
HARVEST DAYS ARE COMING

HAVE YOU PLACED YOUR ORDER?

From the number and size of the orders we are booking for future shipments, we are afraid that merchants who don't specify early for their season's wants will meet with disappointment later on. Stocks will be broken and delays in filling orders will surely follow.

We are again offering the well established line of

BEDFORD HARVEST TOOLS







HIGHEST POSSIBLE GRADE
PRICES REASONABLE

Some jobbers are doing a lot of talking about their "Special Brand" Harvest Tools—at fancy prices—but we know of no goods which we would prefer to offer under Factory Brand or Special Brand to the well-known and much appreciated line of

BEDFORD HARVEST TOOLS.

We know there is none better, and they are probably **Better Handled** than some of the " Special Brand " Goods, and we sell them at **Much Lower Prices.**



BLACK DIAMOND
GENUINE SIBLEY GRASS SCYTHES

Every Scythe Warranted; Replaced Free of Charge if Defective.

Highest Grade Crucible Scythe Steel; Mirror Polished Face; Natural Finish Back; Perfectly Tempered; Carefully Ground and Sharpened.

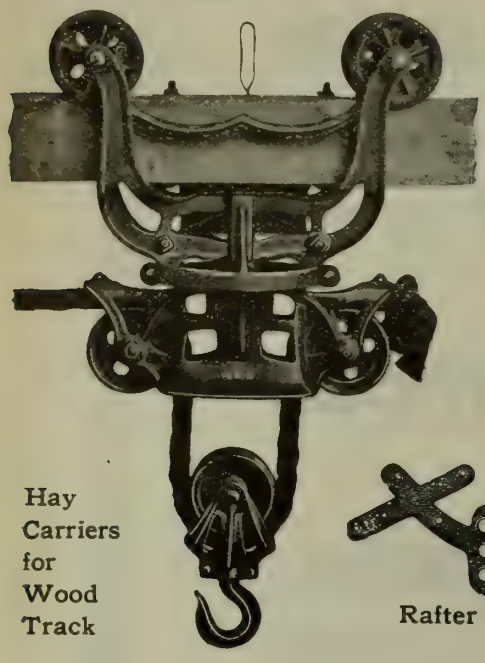
GET OUR PRICES AND TERMS
From Our Salesmen Or By Mail.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Investigate Our Line of **Haying Tools** Before Booking Your Order

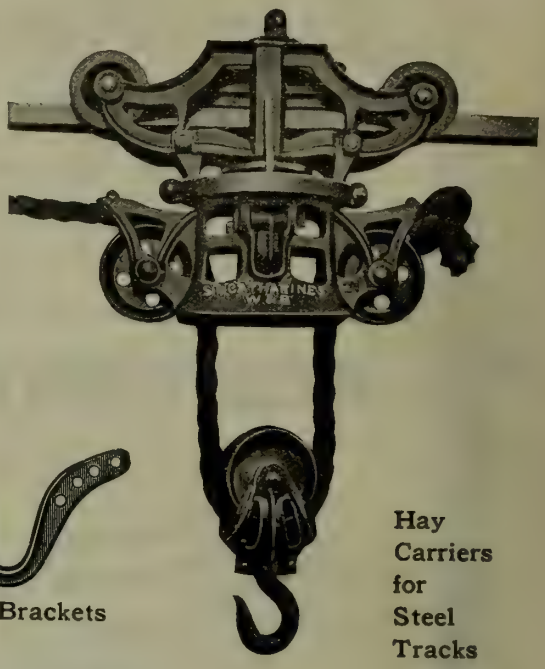
STOCK COMPLETE **PROMPT SHIPPERS** **PRICES RIGHT**



Hay Carriers for Wood Track



Rafter Grapples

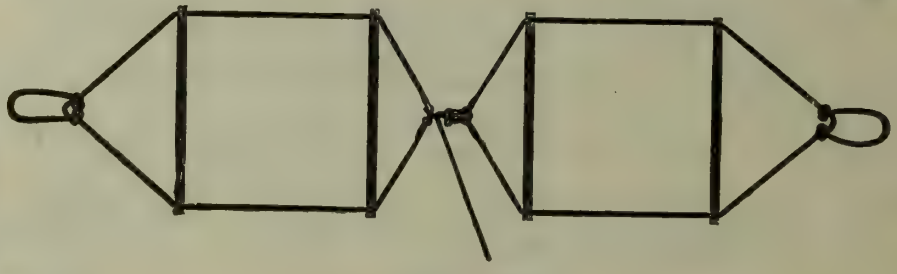


Hay Carriers for Steel Tracks

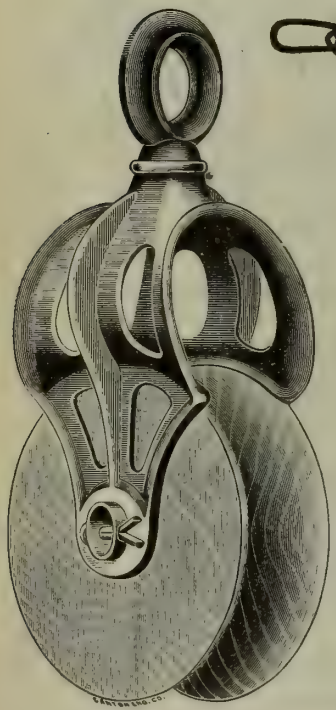


Rafter Brackets

Rafter Brackets



Hay Slings



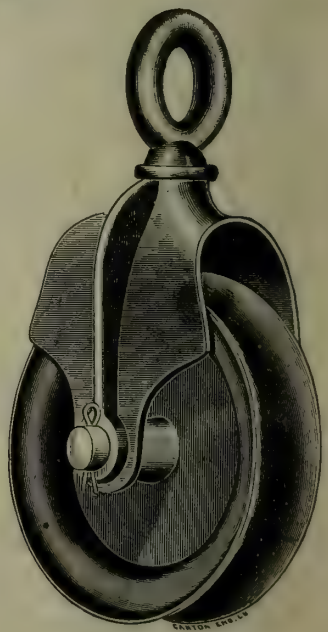
Hay Fork Pulley



Floor Hooks



Rope Hitch



Hay Fork Pulley

We ship promptly ***WRITE FOR PRICE*** ***We ship promptly***

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

BLOUNT DOOR CHECK AND SPRING

Operates silently, yet positively. We keep them small enough for Screen Doors and in all other sizes even to those suited to the heaviest factory door.

Positive Spring Enclosed Here

No Make Shift Right and Left Device. Full power of Spring always available.

Checking Mechanism works in oil, always fully lubricated.



Adjustable Tension and Adjustable Arm.

Simple Check Regulator Easily Adjusted

—SIZES—

No.		No.	
1.	For screen and other very light doors.	4.	For heavy inside and ordinary outside doors.
2.	For light inside doors.	5.	For outside doors of medium size.
3.	For inside doors of medium size.	6.	For heavy outside doors.



THAT NAME YALE

A Terror to Thieves

OUR GENUINE YALE CAST BRONZE PADLOCKS

Are Now Fitted With New Swell Centre Keys

No.	813	823	833	843
Size	1	1¼	1½	1¾

Make a window display of Yale Locks. We will furnish the show cards. You will be surprised at sales you will make.



See That Swell Centre

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

All Bundles Tagged M·R·M CO. **with our Trade Mark**

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Spring Time is Gardening Time



SAMSON GARDEN TOOLS

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CSGCo. CRESCENT BRAND

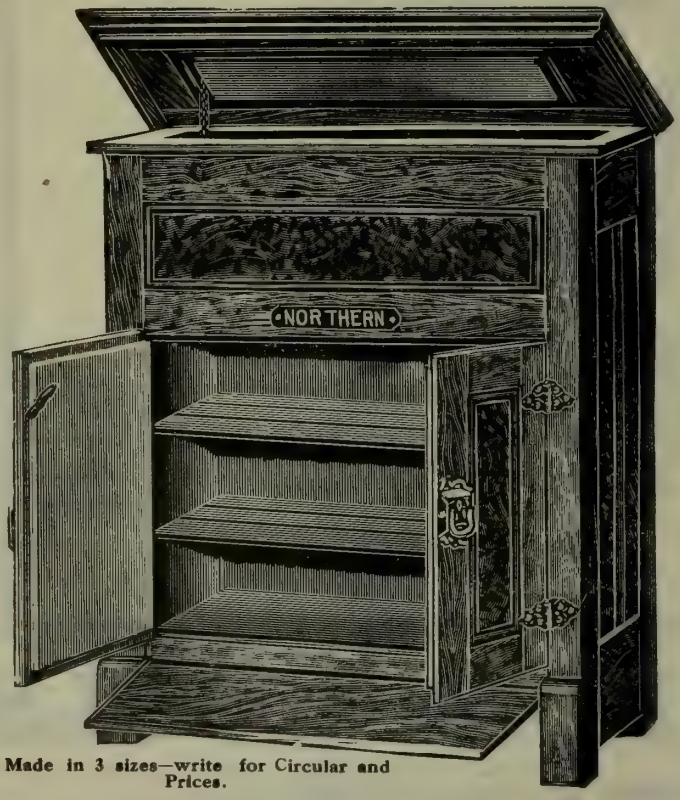
BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

THE NORTHERN REFRIGERATOR



Made in 3 sizes—write for Circular and Prices.

Dry Cold Air Principle

No interior sweating—Keeps food sweet and fresh with the least possible consumption of ice.

Made from well seasoned hardwood in natural antique finish.

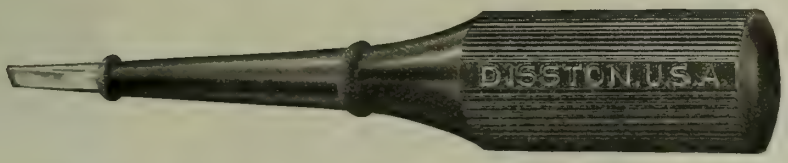
New style swing base — Patent drip valve—Improved galvanized iron shelves —Raised panels — Fancy brass locks and hinges.

Order early to insure Prompt Delivery

The Thos. Davidson Mfg. Co. Limited

Montreal - - - Winnipeg

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons
INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.
Canadian Works—Fraser Avenue, Toronto, Ont.

The FLYER A High Speed Hand Cever Ball Bearing Washer



Built up to a Standard not Down to a Price

Large and well balanced fly wheel
carries the action along when in operation

Easy Movement—No Lost Power

Entire gear is attached to
Cover and Lifts Easily with it

IT'S A GOOD ONE

Made by **Cummer-Dowswell, Limited, Hamilton, Ont.**

Eastern Agents:
W. L. HALDIMAND & SON, Montreal, Quebec.

Western Agents:
H. F. MOULDEN, Winnipeg, Man.

National Fire Underwriters Approve

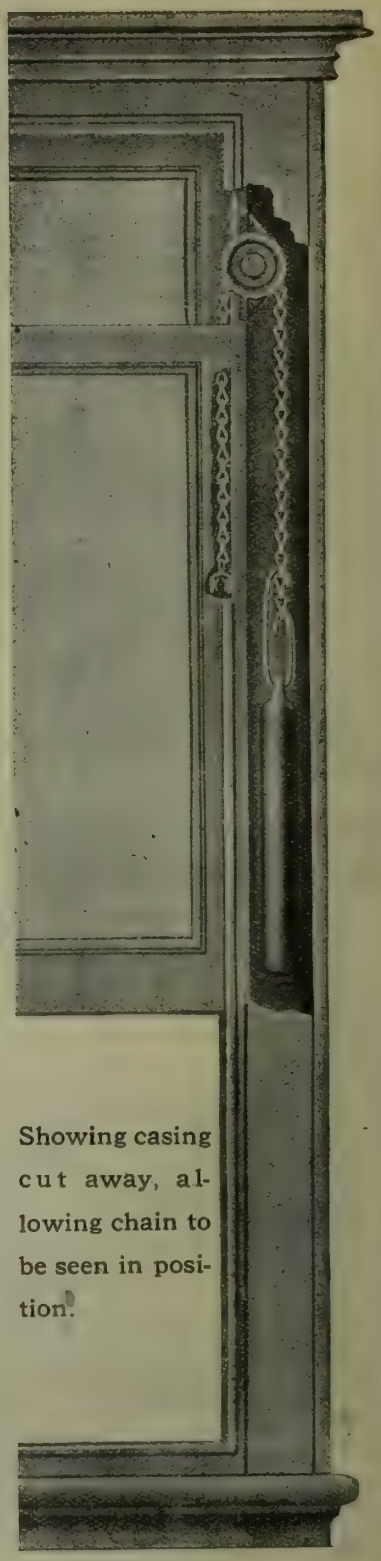
SINCE it is much stronger than Copper or Bronze, and resists fire better, Community Galvanized Sash Chain has been approved by the National Board of Underwriters.

COMMUNITY
GALVANIZED SASH CHAIN
Hercules Finish

is made of steel hot galvanized and then heavily plated with copper. By this method of manufacture all defects of copper or bronze chain are avoided, and a better and more practical chain is produced at less cost.

GUARANTEED RUST PROOF

WRITE FOR SAMPLES AND PRICES



Showing casing cut away, allowing chain to be seen in position.

ONEIDA COMMUNITY, LIMITED
Niagara Falls, Canada

NOTE---We also manufacture Community Sash Chain in polished steel, galvanized and other finishes.

K-I-N-G



Reliable and Medium Priced

Sight Feed Lubricator

DESIGNED FOR
Traction and Portable Engines
Hoisting and Donkey Engines
Steam Pumps, Etc.

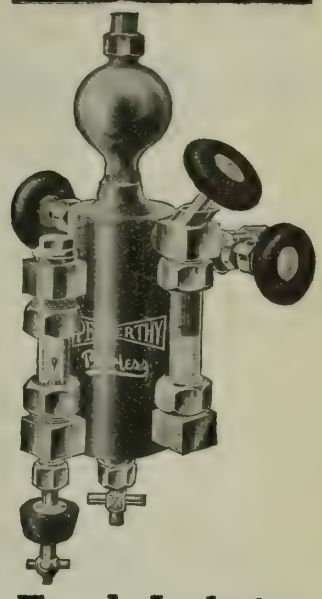
PENBERTHY

PENBERTHY

PENBERTHY

Peerless

Strictly High Grade



Sight Feed Lubricator

Specially Adapted for
Stationary and the better class of Engines.
None better anywhere.

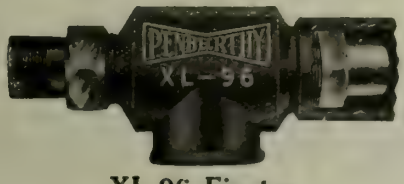
YOU are losing business if you don't stock our lines

Everything we manufacture is a seller because we make just what your customers want



THE GENUINE
PENBERTHY AUTOMATIC
INJECTOR

"THE BEST IN THE WORLD"
THEY ALWAYS WORK.



XL-96 Ejector
A LIQUID LIFTER.



Plain Whistles made in all sizes.



"SALUTE"
Sight Feed Glass Oiler.
It Suits Everybody



"SILEX"
Self-feeding grease cup
Very popular with engineers.



Plain Engine Lubricators or Tallow Cup. Made Strong and Reliable.

PENBERTHY INJECTOR CO. LIMITED, Windsor, Ont.

To the Hardware Merchants of Western Canada:

We take this opportunity of advising you that we have transferred the agency for our line of manufacture for Western Canada from the Western Associated Retailers Co. (formerly The W. A. Russell Co., Limited) to

MACKENZIE BROS.

Winnipeg and Calgary

We are shipping them a good stock of our well-known specialties, and they will be in a position to ship out goods promptly on your orders. This stock will consist of—

Star Haying Tools and Accessories
Star Litter and Feed Carriers
Cannon Ball Barn Door Hangers
Cannon Ball House Door Hangers
Cannon Ball Store Ladders
20th Century Barn Door Hangers
20th Century Barn Door Track
Flexo Barn Door Hangers
Flexo Barn Door Track
Star Barn Door Latches
Star Steel Adjustable Stanchions
Star Tackle Block Wire Stretchers
Ellwood Wire Stretchers
Knoxall Woven Wire Stretchers
Star Hoists
Star Steel Sleds, Coasters and Bobs
Star Coaster Wagons
Harvard Tank Heaters
Star Steel Screen Door Hinges
Star Anvils
Star Off-set Hinges
Handy Fast Pin Clevises
Harvard Hay Rack Fixtures

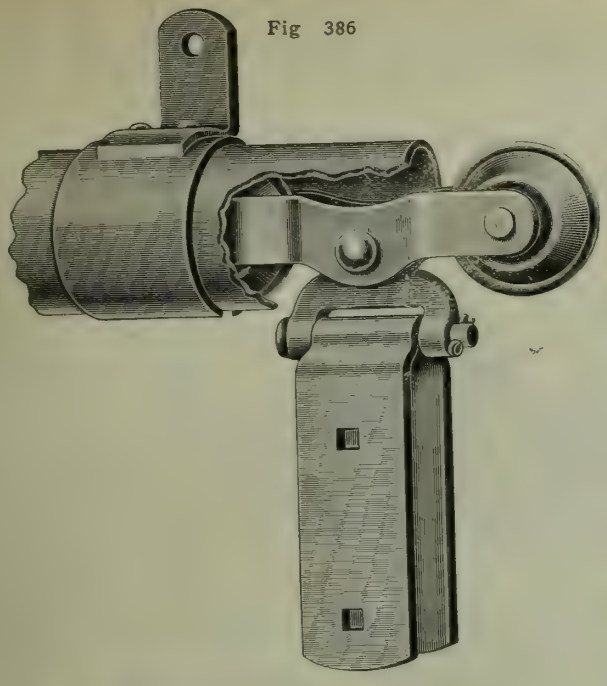
Their travellers will call on you in due course, and all orders sent them will receive careful attention.

HUNT, HELM, FERRIS & CO.

(Manufacturers of Hardware Specialties for 25 Years)

Harvard, Illinois

Fig 386

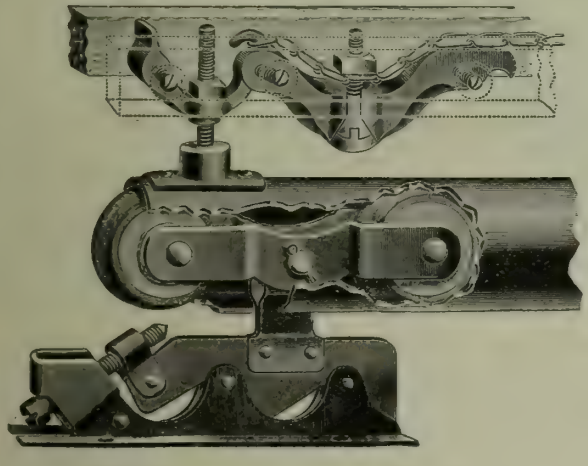


The Cannon Ball Barn Door Hanger

Steel wheel, roller bearing, noiseless, tandem, flexible, bird-proof, waterproof, completely enclosed. The Track comes in 3-ft. sections, crated. 96 feet of track is packed in a crate. Can be put under the counter, making it convenient for stock. The Track Brackets are packed separately. Note that Cannon Ball Hangers run inside of the track, not outside.

"The Cannon Ball Beats Them ALL"

Fig. 404



The Cannon Ball House Door Hanger

has two specially-formed rollers, which have steel bushings, covered with sole leather, making an indestructible wheel with wide tread and noiseless, being fitted with long roller bearings.

The Hangers are packed a full set or ½-set in a wooden box, neatly labeled. Ten full or ½-sets in a crate.

Cannon Ball House Door Track is made in lengths up to 12 feet, and is fitted with an Adjustable Wood Header, by means of which the Track is adjusted at the door opening with the use of a screw driver only.

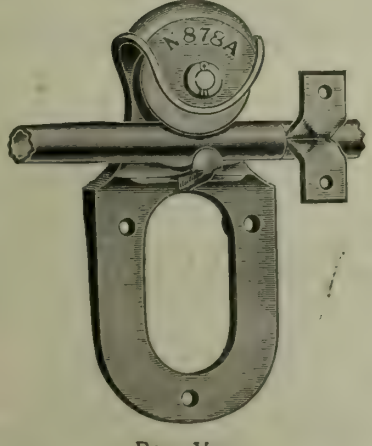
"The Cannon Ball Beats Them ALL"

Fig. 28



Front View

Fig. 35



Rear View

The 20th Century Barn Door Hanger

is finished in aluminum. The frame and hood of the hanger are one malleable piece, thus making the hanger strong enough for the largest doors.

The wheels have wide grooves and run on hardened steel roller bearings, reducing the friction to a minimum.

A lip projecting about 1 in. below the wheel makes it impossible for the hanger to jump the track.

20th Century Barn Door Track is put up in 2-ft. sections only, 100 ft. in a crate, making it convenient to stock right under the counter.

"The 20th Century Has No Equal"

Mackenzie Bros., Agents,
Winnipeg and Calgary

Hunt, Helm, Ferris & Co., Manufacturers, Harvard, Illinois

AN HONEST ROPE

Honesty—trust-worthiness is one of the highest qualities in the human character. So it is with any article of merchandise. The thing which makes it most valuable is the honest quality which is made a part of it by the manufacturer.

Good, sound raw material and intelligent, honest workmanship, not only talked about but actually put into the goods, are what make an article trustworthy—desirable.

In this class for the last eighty-six years has been

PLYMOUTH ROPE

"The Rope You Can Trust"

There is pleasure in using an article of this kind—there is satisfaction in selling it. Are you getting some of this satisfaction?

Our well distributed stocks and the readiness with which your jobber can get his supply of PLYMOUTH rope make the filling of your orders easy and prompt.

Tell your Jobber to send you PLYMOUTH next time.

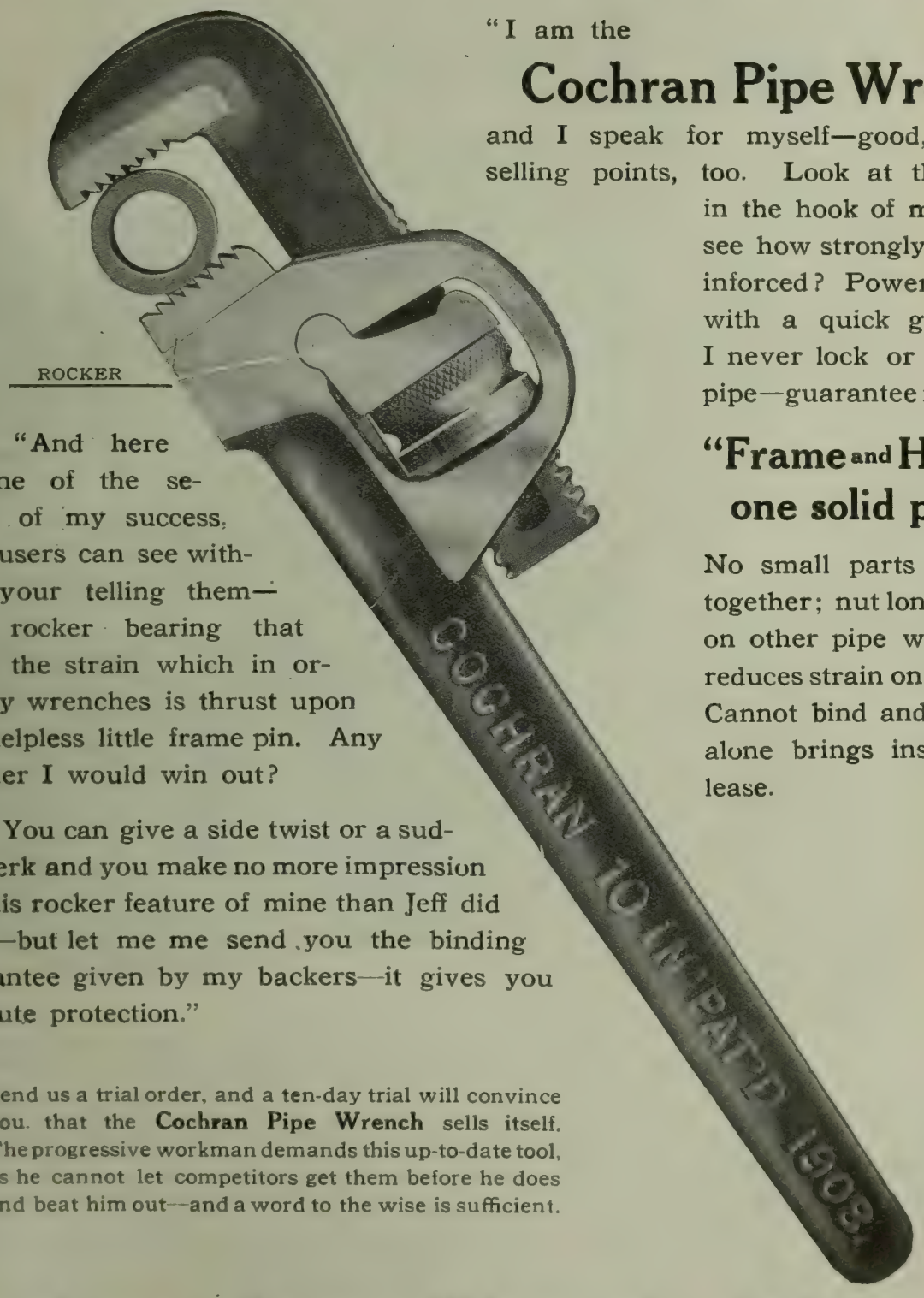
INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

This Wrench Sells Itself



"I am the

Cochran Pipe Wrench

and I speak for myself—good, strong selling points, too. Look at the bend in the hook of my jaw—see how strongly it is reinforced? Powerful grip, with a quick get-away. I never lock or crush a pipe—guarantee not to.

"And here is one of the secrets of my success, that users can see without your telling them—that rocker bearing that takes the strain which in ordinary wrenches is thrust upon the helpless little frame pin. Any wonder I would win out?

"You can give a side twist or a sudden jerk and you make no more impression on this rocker feature of mine than Jeff did on——but let me me send you the binding guarantee given by my backers—it gives you absolute protection."

"Frame and Handle one solid piece

No small parts to keep together; nut longer than on other pipe wrenches, reduces strain on threads. Cannot bind and gravity alone brings instant release.

Send us a trial order, and a ten-day trial will convince you that the **Cochran Pipe Wrench** sells itself. The progressive workman demands this up-to-date tool, as he cannot let competitors get them before he does and beat him out—and a word to the wise is sufficient.

Cochran Pipe Wrench Mfg. Co.

CHICAGO, ILL.

Canadian Branches: 70 George St., Ottawa, Ont. 156 Lombard St., Winnipeg

Give a Receipt and Get Protection

For example:

A customer comes into your store in a hurry, makes a fifty-cent purchase, hands you a bill and gets $1.50 change, sticks it in his pocket and hurries out.

Half an hour later customer returns and says he gave you a $5.00 bill and got only $1.50 change.

What are you going to do about it? Argue and lose a customer? Or "give up," feeling sure you have LOST $3.00.

A National Cash Register positively prevents errors of this kind—protects both you and the customer against such disputes. Does more than that—it insures absolute accuracy in every transaction. Records all cash sales, credit sales, money received on account, money paid out.

Pays for itself with the money it saves you.

National Cash Registers cost less now than ever before. Let us send you our booklet and new price list.

National Cash Register Co.

F. E. MUTTON, Manager for Canada

285 Yonge St. - - Toronto



Successful Merchants Put a Receipt in Every Parcel.

National Cash Registers afford the quickest and best means of recording sales, and of automatically issuing a printed receipt that cannot be altered, numbered, dated, with clerk's initials—making a duplicate record, which is locked inside the machine for the proprietor's use.

You can increase your sales by making a window display of

1847 ROGERS BROS. MERIDEN B.CO. **X S TRIPLE**

SPOONS, FORKS AND FANCY SERVING PIECES

You can further increase your sales by locally advertising

"SILVER PLATE THAT WEARS"

Talk "quality." The kind of Silver that looks well in the show case and will not stand daily service is not a good kind to buy, or a good kind to sell. Silverware must do more than appeal to the eye.

1847 ROGERS BROS. MERIDEN B.CO. **X S TRIPLE**

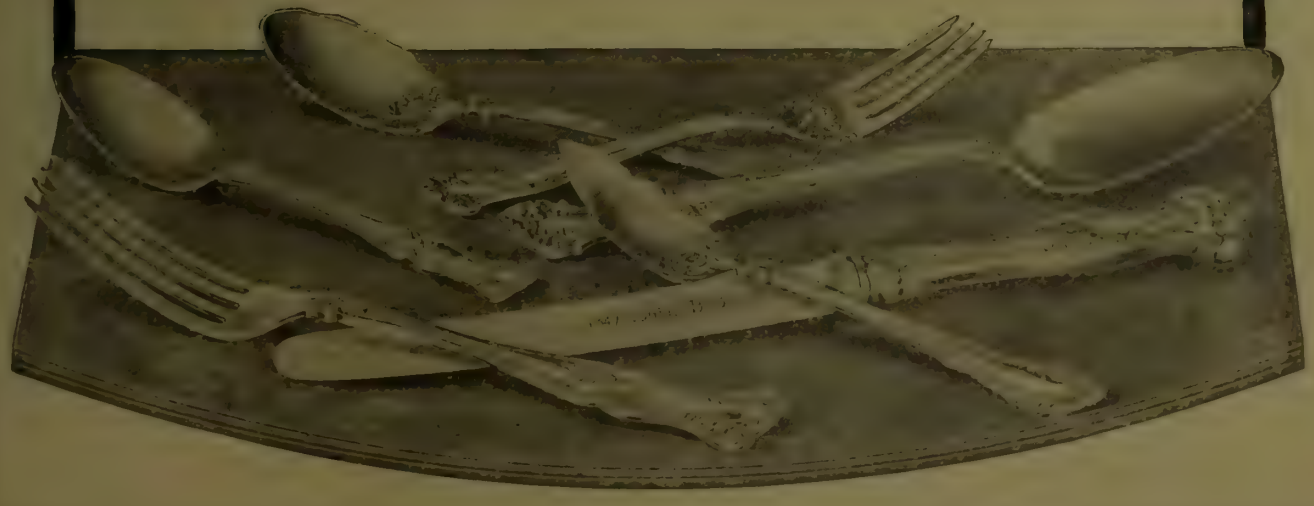
has for sixty-three years been known as

"SILVER PLATE THAT WEARS"

and is the highest grade of Silver Plate made.

We have advertising helps for those who wish to use them---Electrotypes, Display Cards, Counter Mats and Post Cards.

Meriden Britannia Co.
Hamilton - Canada



Over Fifty Million Readers

See the advertisement of "1847 ROGERS BROS." silverware every month.

The various magazines in which our advertisements appear have a combined circulation of over 10,000,000—and, figuring the customary way, five readers to each copy, have between fifty and sixty million readers.

And this does not include those who see our advertisements in weekly newspapers, with a total circulation of over half a million.

In line with the policy of its owners for the past fifty years to make flat ware bearing the trade mark

1847 ROGERS BROS

the best, we now furnish wares of this brand in the following grades only :

1847 ROGERS BROS. XS TRIPLE

Tea spoons plated not less than six ounces per gross (other staple pieces in proportion). List prices on all articles in this quality will be the same as former "A-1" plate.

1847 ROGERS BROS. XII XS TRIPLE

Tea spoons plated not less than six ounces per gross (other staple lines in proportion), and in addition the parts most exposed to wear bear an additional plating. List prices on all articles in this quality will be the same as our former "XII" plate.

1847 ROGERS BROS. XS QUINTUPLE

Tea spoons plated not less than 10 ounces per gross (other staple pieces in proportion). List prices on all articles in this quality will be the same as our former triple plate.

The plate on fancy pieces will be in keeping with grades described above.

Our No. 12 Medium Knives are now plated 16 dwt. and bear the trade-mark :

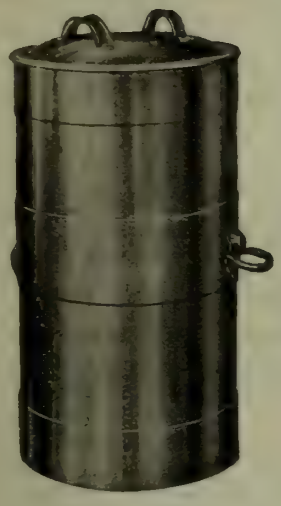


Make a display and link your store with this advertising.

Meriden Britannia Co.

Hamilton - Canada

Made-up Cans and Trimmings

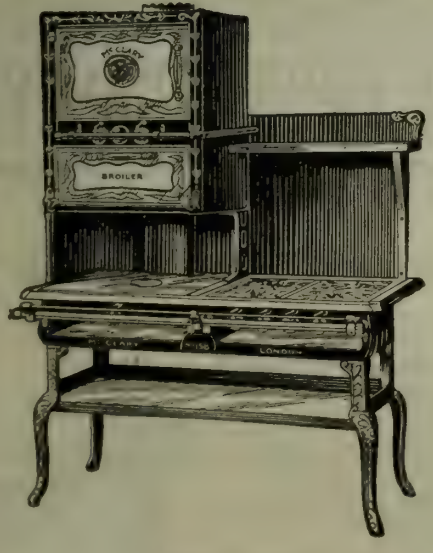


We can supply made-up:

Milk Cans
Cream Cans
Creamery Cans
Railroad or Delivery Cans
"Samson" Hand Delivery Cans

And, moreover, we can supply any trimmings required for the e cans. We carry a heavy stock of trimmed sheets, all sizes and gauges.

"McCLARY" GAS RANGES



Style H, No. 158---With Left hand Oven
Length 42½ inches over all

Style H, right and left hand oven range is considered the acme of Gas Range efficiency. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

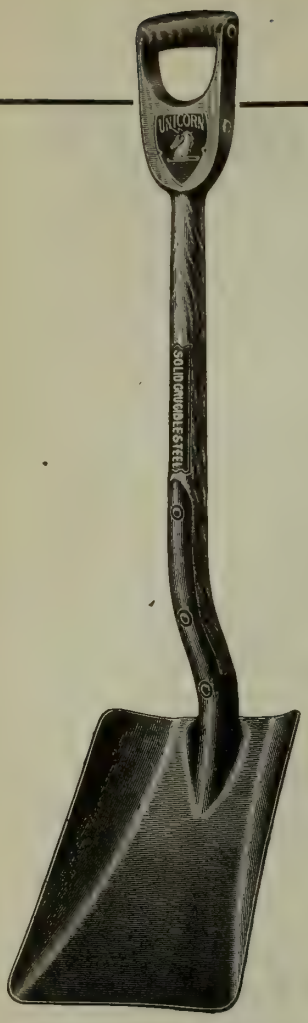
This range is fitted with High Shelf and also large 18 inch polished cast iron griddle plate with two burners below.

McCLARY'S

LONDON
WINNIPEG
CALGARY

TORONTO
VANCOUVER
HAMILTON

MONTREAL
ST. JOHN
SASKATOON



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que

Gentlemen.—

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction

The smoke which we used to have in the house has completely disappeared, owing to the good work of you "Zephyr" Ventilator.

I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal

The Pleasure Will Be Mutual

when you see your customers examining *Still's Handles.* Lumbermen are good judges of quality and the confidence inspired by our goods will prove to be of substantial value to you in building up your trade.

STILL'S HANDLES

are made from clean, tough hickory, the best to be had, and are modeled on the famous GILMOUR PATTERN.

LIST AND DISCOUNTS ON REQUEST

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONTARIO

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.



"SUPREMO" KNIVES AND FORKS

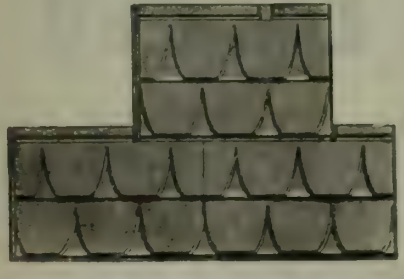
Medium and Dessert Sizes are forged from the finest quality steel, and are finished in a very superior manner. Put up in neat rack boxes, containing one half dozen. A profitable line to handle satisfactorily.

FULL DETAILS IN OUR CATALOGUE

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal· N F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

The "Crown" Shingle
Patented 1909.



Crown Patent Steel Shingles

HARDWARE MEN AND TINSMITHS!

If you should guarantee to lay a roof that was cheaper to buy, cheaper to lay, handsomer, that could not crack or curl, and finally, that would outlast the building, what chance do you think your competitor offering prepared roofing, wood shingles, etc., would have?

You'd get the orders, wouldn't you? Well this is what you can do by using Crown Patent Steel Shingles. All you need to lay them is a pair of hands, a hammer and nails.

We'll send you samples and prices and you will be glad to get them too. Use a postal before you forget it.

McFARLANE-DOUGLAS CO., Limited, 250-260 Slater St., Ottawa.

HECLA FURNACES

High Grade—Well Advertised—Excellent Reputation

For Hard Coal Soft Coal or Wood.



Five Sizes Capacity from 10,000 to 55,000 cubic feet.

YOU OVERCOME ALL COMPETITION when you explain Hecla Fused Joints, Hecla Steel-Ribbed Fire Pots, Hecla Cast Combustion Chambers, Hecla Water Pans, Hecla Individual Grate Bars.

Write for Catalogue and Sale Plan.

Clare Bros. & Co., Limited

Preston, Ontario

— BRANCHES —

Clare & Brockest, Limited, Winnipeg. Race, Hunt & Giddy, Edmonton. Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver. The Mechanics' Supply Co., Quebec.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Torsil Metal

Made in two weights in Tipped Pattern as illustrated below



Torsil Metal is a solid white metal combining great durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction.

Tied up in sets of six, packed one dozen in the **Olive Green Box.**

If you cannot buy Torsil Metal from your Jobber, write us direct for prices.

The Toronto Silver Plate Co., Limited

Factories and Salesrooms

WEST KING STREET, TORONTO

E. G. Gooderham, President

"ECONOMY" SIDE WALL REGISTERS



Are made from original bronze patterns, are exceptionally well finished and attractive.

The face and frame are separate castings and so constructed as to permit of connecting to register box with straps or drawing into position against face of register box with wood screws.

The face is attached to frame with one set-screw at top, has large area, and being convex offers little resistance to the passage of warm air currents.

The lever is attached to **centre of Valve** at top and can be operated by hand or foot.

It is made in Standard Sizes, finished in Black Japan, Oxidized or Nickel-plated, and sells at the correct price.

Have you received copy of our new Furnace and Boiler Catalogue, No. 75?

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

Is the Mail Order Business Gaining Ground In Your Town?

IT'S not remarkable that they get the stove business in some towns. They put out attractive catalogues, follow them up with effective printed matter, and advertise heavily. Some of them say, "Money back if not satisfied." Their prices, too, look attractive. If the local hardwareman is one of those fellows who "keeps" stoves instead of selling them—keeps them with the nickel dull; keeps them covered with a miscellaneous litter of hardware; keeps them in such shape that mail order cuts look like better "buys" than the stove shown locally; then it's not remarkable that the cashier of the Stove Department, Mail orders, Limited, has lots to do.

The mail order man *can't sell stoves in some towns.* When a woman buys a stove, she likes a local man's guarantee that it will bake—the printed word isn't so convincing—and how much easier it is to sell a high-grade, tasty, teatureful range, that the woman *sees* will fit her kitchen, than to get an order with only a cut to sell from!

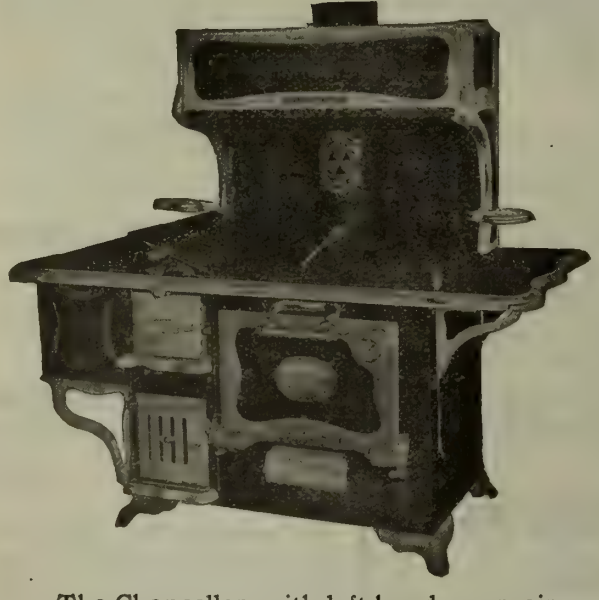
We, at the office of the Gurney Foundry Co., Limited, want *second orders* more than *sample orders,* and so we have this year concentrated nearly all of our sales and advertising expenditure—many thousands of dollars—on the proposition that the retailer, properly helped, can *corral his home trade, and hang on to it!*

GURNEY-OXFORD

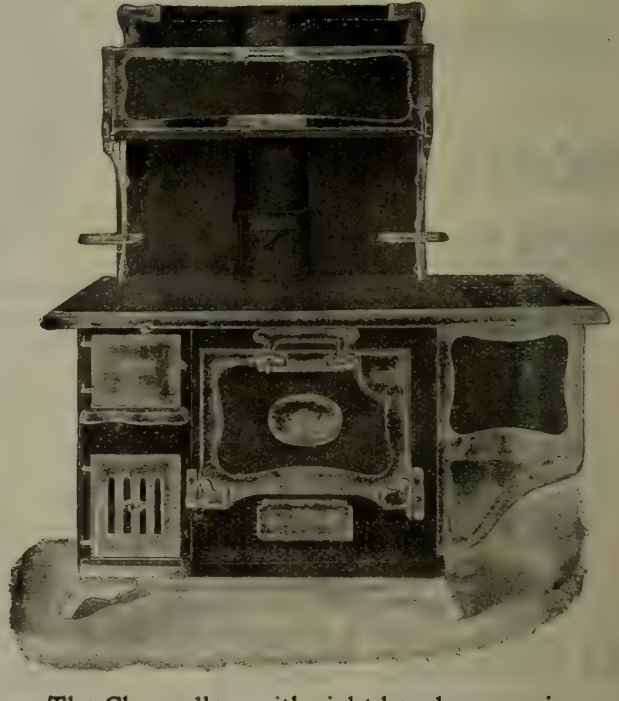
THE GURNEY FOUNDRY CO., Limited

TORONTO

14, 16, 18, 20 in. oven



The Chancellor, with left-hand reservoir



The Chancellor, with right-hand reservoir

You Can Corral That Trade

And Keep It!

EVERY live, up-and-coming man, every dealer whose office is painted a ginger color, can get big business—can keep big business from leaving his *home town* this year of 1911. .The newest, most radical, and most effective business-getting methods ever offered a Canadian retailer are yours gratis, for a postcard request. The plan is too comprehensive to outline here. It's in a book, though. We have just published a book just crammed with oodles of new, different, better methods, all woven into a scheme that *you need and will want.* This plan will put new accounts on your ledger, new forcefulness into your business machine, Mr. Dealer.

We'll be ready with the book at the Toronto office on the 15th—Branch house offices will have the plan a day or two later—*but get your request in now.*

Apart from co-operation—just on the merits of the line—look at the variety offered by the steel range line illustrated on these pages—just one little division of the *Gurney-Oxford* line.

Realize, too, that one set of fire box repairs will fit all styles shown here, and another complete line too.

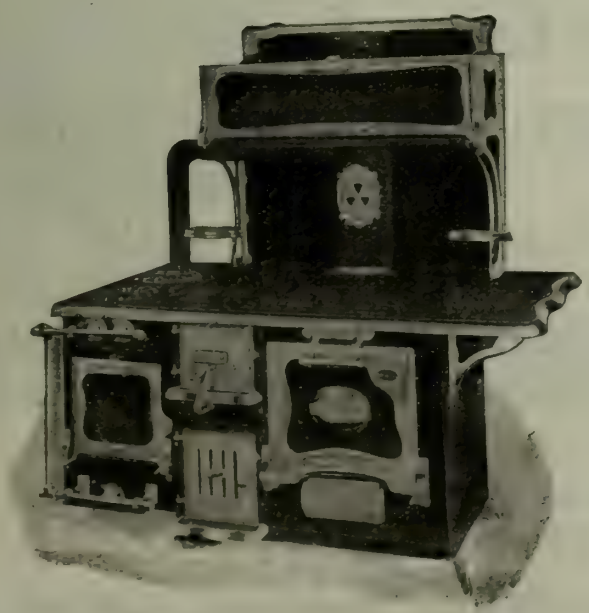
You'll see new possibilities for 1911 when you look over the line complete and read that new book on *different* ways of getting stove business.

STOCKS CARRIED AT

MONTREAL HAMILTON WINNIPEG CALGARY EDMONTON VANCOUVER

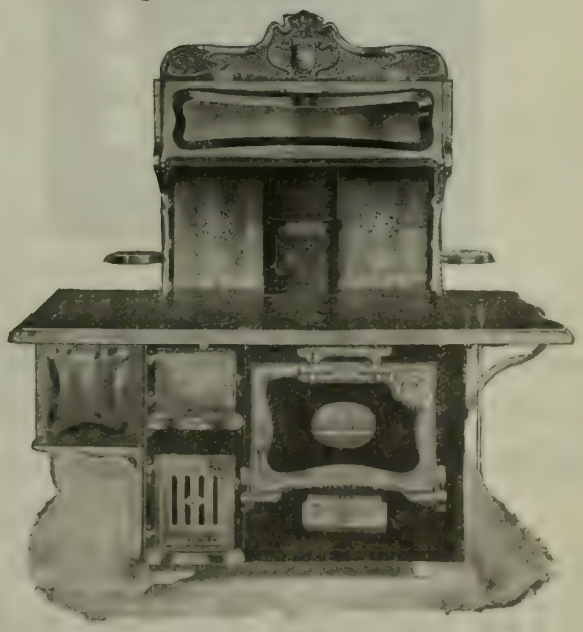
GURNEY-OXFORD

Pin or plain water fronts



The Chancellor, combination

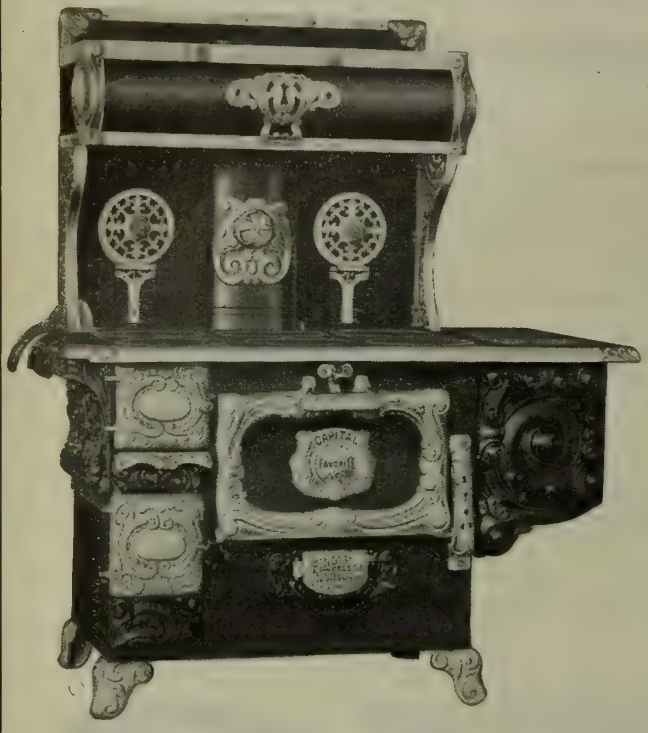
Left or right-hand tanks



The Ornate Chancellor

FAVORITE STOVES AND RANGES ARE WELL MADE

WELL MADE means EASY SALES. EASY SALES mean EASY MONEY.



The FAVORITE LINE has class and individuality, sells at sight and is a profitable line to handle.

This week we show the CAPITAL FAVORITE, a High Class Steel Range, neat in appearance and a perfect worker.

Made in three sizes, 16, 18 and 20 inch ovens, six-hole Key Plate Tops, Duplex Grates, for coal or wood.

A GUARANTEE FURNISHED WITH EVERY RANGE

Crated weight of Square Range with High Closet.....435 lbs.
Crated weight with Reservoir and High Closet.....510 lbs.

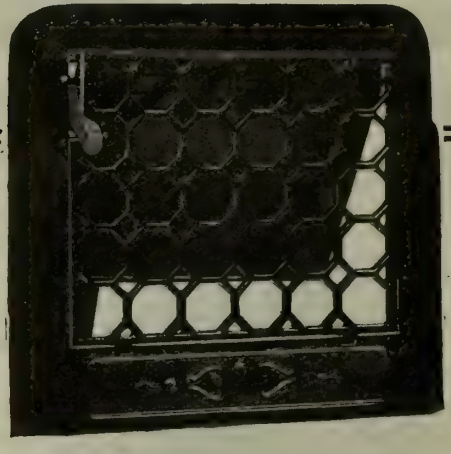
Large stock of these ranges carried at our branch

260 PRINCESS ST., WINNIPEG

Findlay Bros. Co., Limited

Carleton Place, Ont., and Winnipeg

Distributing Agencies :—
D. V COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.



The Empire Special Convex Reversible "Wafer"

This entirely new register has already made a place for itself among the building trades. Can be used where a projecting register would be unsightly, is handsome in design, well finished and has been a ready seller from its introduction.

PUSH THIS LINE—IT WILL CERTAINLY REPAY THE EFFORT.
WRITE US FOR FULL PARTICULARS AND PRICES.

The Canadian Heating and Ventilating Company, Limited

Western Agents—Christie Bros. Co., Ltd., Henry and Park Streets, Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.

OWEN SOUND, ONT.

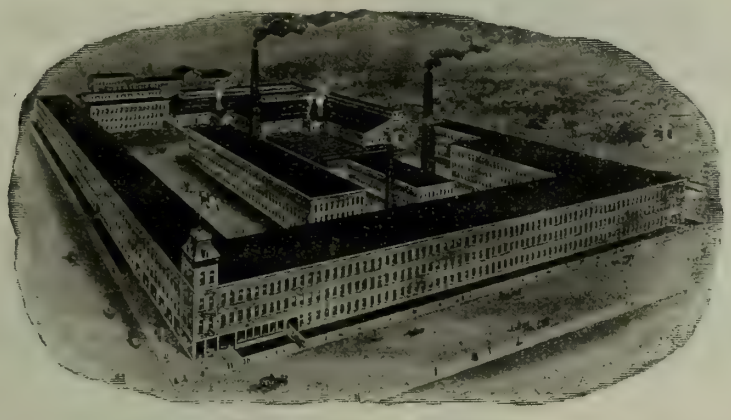
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

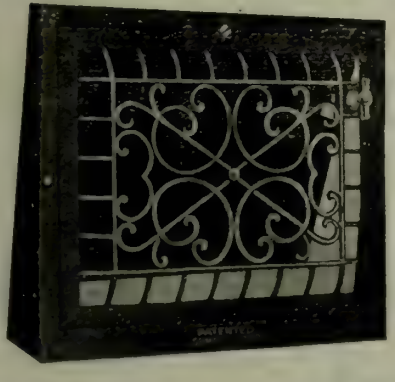


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



UNIFORM IN QUALITY AND MAKE

The uniformity in quality and make of our

Eavetrough and Conductor Pipes

has established for us a splendid reputation in the trade, which you can share if you are handling these well-known lines.
Prompt shipments are a specialty of ours, all orders being despatched same day as received.
May we quote you on your requirements in Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Iron Sheets, Corrugated Roofing and Siding?





Write us to-day for details and prices

WHEELER & BAIN, THE QUICK SHIPPERS, Toronto, Can.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	20,833,820.96

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

Retiring from Business on June 1st

Complete Sale Hardware Store Fixtures

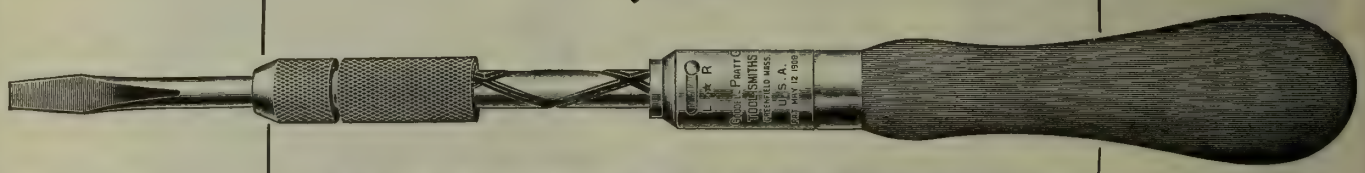
ALL IN SPLENDID CONDITION

SHELVING, COUNTERS, SHOWCASES, SILENT SALESMEN, CASH REGISTER (5 drawers), SAFE, DISPLAY TABLES, TYPEWRITER, CUTLERY BOXES, WINDOW MIRROR.

Other articles too numerous to mention. Write for information, prices, etc.

MACDONALD & FLEMING, Portage Ave., WINNIPEG

Goodell-Pratt's



No. 111

REAP THE BENEFIT

of the increasing popularity of our powerful, easy-working Screw Driver.

Wise dealers are showing this great tool to their best trade; they are making a profit on every sale, and their customers are receiving lasting satisfaction.

Let the GOODELL-PRATT TOOLS help to increase your reputation for high-class goods.

No. 111

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

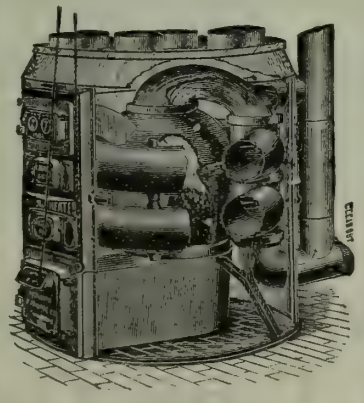
Inside Information

The accompanying cut shows plainly our effective method of conducting the products of combustion through

THE "CANADIAN HOWARD" Double Radiator Furnace

The full benefit of the heat is realized as it first passes through the smoke flue at the top of the dome, into and around the upper radiator and thence into and around the lower radiator before reaching the smoke exit, thereby making a long undivided and uninterrupted circuit and consequently affording an enormous radiating surface.

Expert Canadian Workmanship, easy to operate, made from the best material.



This is the Heater for You to Handle

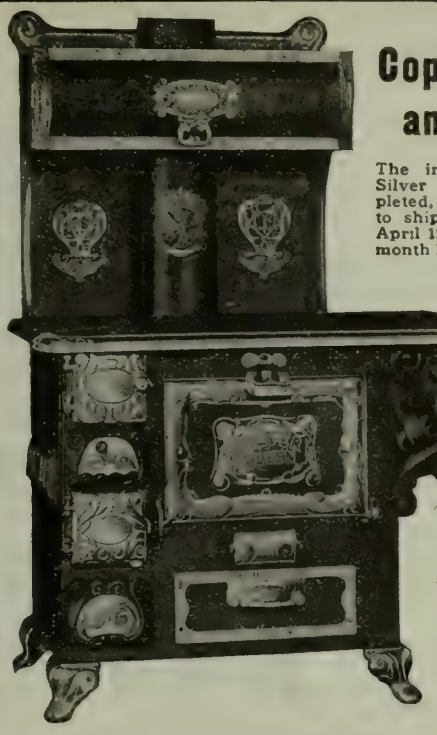
Manufactured by

The

C. Norsworthy Co.

Limited

St. Thomas, Ont.



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lift key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

ATKINS

Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

Hamilton, Ont.

MAKERS OF STERLING SAWS

U.S. Factory, Indianapolis, Ind.



Can you say "yes" when a customer asks if you sell Tobin Guns?

Here and there throughout Canada will be found districts wherein Tobin Guns lack dealer representation. That is in no instance our fault —it's because the dealers in those places haven't yet taken hold of our proposition.

In such districts the public are supplied with Tobin Guns direct, until such time as the local hardware merchant awakens to the opportunity that he is allowing to pass him by.

But we *want* to do our business through the Trade—we want a representative in every community for

Tobin
Simplex Guns

We aim to *protect* the dealer—the consumers' price on every one of our guns is fixed, and allows the dealer a goodly margin.

Wherever we have a hardware merchant representing us, we send to him all inquiries and orders that come to us from his neighborhood.

The extensive magazine advertising we have arranged for will result in a greatly increased demand for Tobin Guns this year—and that demand will extend and extend as the high merits of the Gun become known.

If you are not handling Shot Guns, you're losing a profitable source of revenue—if you do sell guns and haven't yet stocked our guns, we will welcome an opportunity to explain wherein the Tobin article excels—why it pays the dealer to stock and feature it—wherein Tobin quality, backed up by Tobin advertising and the Tobin guarantee, is going to build up both sales and reputation for the merchants who handle these celebrated and high-grade guns.

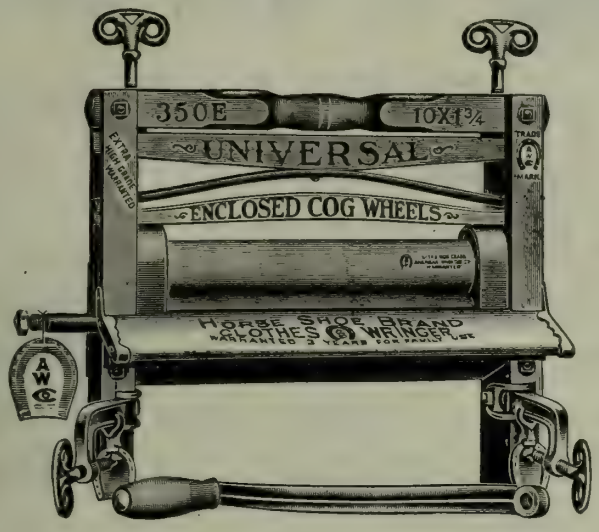
Tobin Arms Manufacturing Co., Limited

Woodstock, Ontario

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

Mr. Dealer: Get Out After The Ventilator Trade



Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. Use Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors. Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.

The Metal Shingle & Siding Co., Limited

Factories:
Preston, Ont.
Montreal, Que.

Not necessary to hesitate where to buy your requirements in



Steam and Water Goods

Plumbing Supplies and Specialties

If you want quality at reasonable prices our reputation of over twenty-five years standing for all that is best in these lines is a guarantee for perfect satisfaction.

THE JAMES MORRISON BRASS MFG. CO., LTD.

93-97 ADELAIDE ST. W., TORONTO

DRILL STEELS



(White Label and Ends) for the hardest known rocks.



(Green Label and Ends) A VERY high grade steel which will keep a good cutting edge against hard rock.



(Yellow Label and Ends) Highly recommended, at a MODERATE price.



(Blue Label and Ends) GOOD reliable steel for ordinary purposes.

CHEAPER grades on application

Saw Steel, Mould Boards, Die Steel, HIGH SPEED Steel, Tool Steel, Steel for all purposes.

SOLE CANADIAN REPRESENTATIVE

J. A. Henderson, Metal and Hardware MONTREAL

Spear & Jackson, Ltd. SHEFFIELD

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

"Judge 

Brand"

Enamelled Preserving Kettles or Maslins



NO. 97

We have made a specialty of the manufacture of ENAMELLED PRESERVING KETTLES for many years and have succeeded in producing an article superior to anything of the kind on the market.

It is very heavy and so prevents burning of the fruit, absolutely unbreakable, splendidly finished, and the enamel is guaranteed free from all deleterious ingredients; IN A WORD, our Enamelled Preserving Kettles are

"JUDGE BRAND" QUALITY



NO. 98

SECURE PROMPT DELIVERY BY ORDERING NOW

SOLE CANADIAN REPRESENTATIVE:—

James A. Henderson, Metals and Hardware, 234 Board of Trade Building, Montreal,

where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application, with prices and discounts, duty paid and duty unpaid.

Small Orders may be Enclosed to Montreal

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

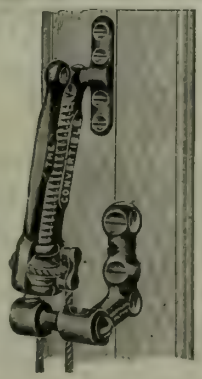
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1705 IRON

⅜ screw 4/-

½ " 6/6

1705 BRASS

⅜ screw 5/6

½ " 8/6

1707 GUN METAL

⅜ screw 6/6

½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.

LIMITED

HAMILTON CANADA

Keen Buyers



of Horse Clipping Machines

BUY THE BEST MACHINES. IT'S MERELY A MATTER OF BUSINESS—NOT SENTIMENT

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell ***good*** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

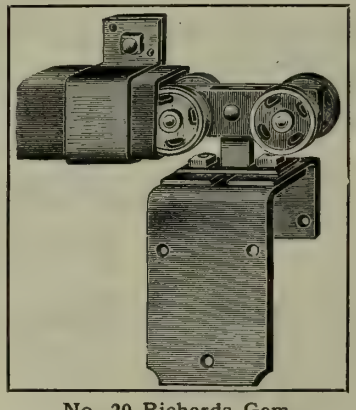
One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is ***not*** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO

A Line of Distinction



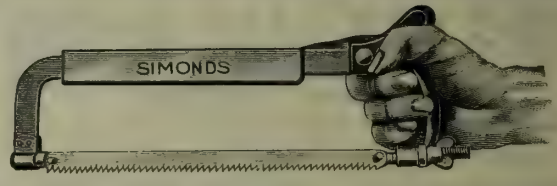
No. 20 Richards Gem

Hardware dealers know we have studied the sliding-door field—that we make a hanger for any door that slides. They buy the popular Gem for their profit and satisfaction our experience brings.

Richards-Wilcox

Manufacturing Co.

Aurora, Illinois, U.S.A.

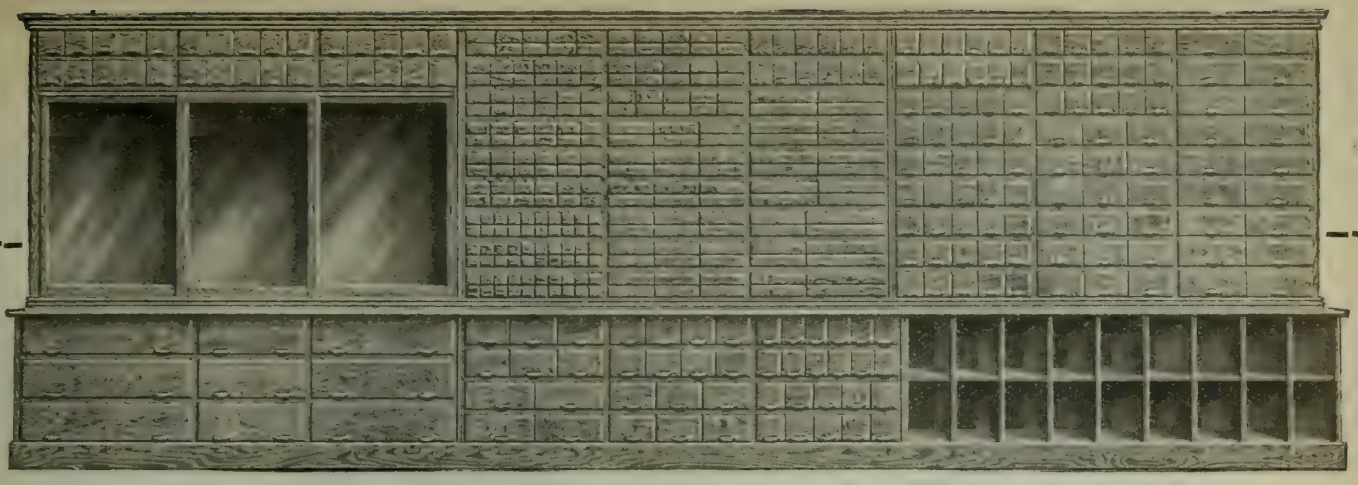


Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co. LIMITED

Montreal, Que. St. John, N.B. Vancouver, B.C.



Attractive, Convenient, Durable, Reasonable in Price

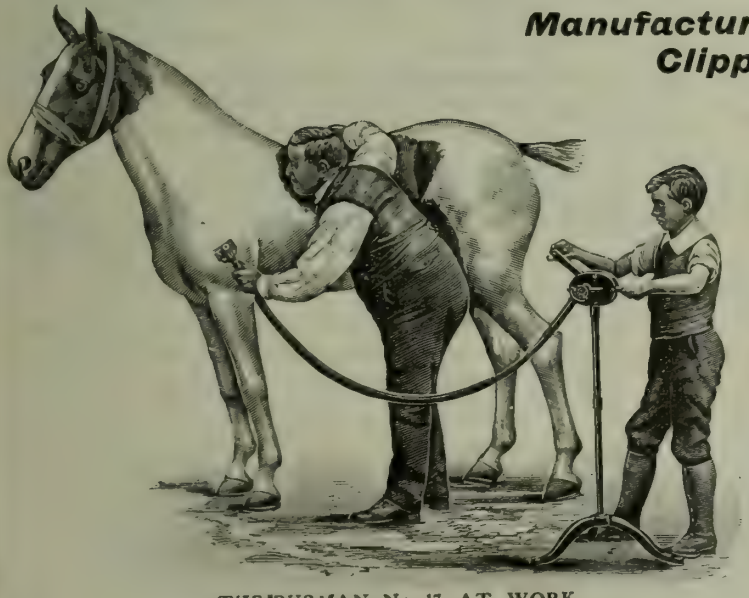
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Burman & Sons, Limited, Birmingham, England



THE BURMAN No 17 AT WORK

Manufacturers of the Best Known Clippers in the World

BOWN'S NEWMARKET Clipper is made solely by US. This clipper has enjoyed the highest reputation throughout the world for over thirty years. It brings repeat orders wherever sold.

THE GRAND CLIPPER (ball bearing) is the only genuine ball bearing clipper produced to-day, fitted with black ebonized handle and nickel plated. A strong seller.

THE HANDICAP is a lower-priced clipper, but its quality is high. It is a centre-adjustment clipper of very simple construction and is in great demand in all the colonies. It is the standard in Canada. Let us send you a catalogue. These are three of our most popular lines.

NO. 17 POWER CLIPPER STANDS ALONE. The phenomenal success of this power clipper is undoubtedly due to the excellence of the patent clipping head; its wonderful cutting qualities; its anti-frictional design and its perfect balance, and at the same time it runs lightly and easily. Weighs only 35 lbs. packed; size, 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., LTD., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

THE

ALASKA

THE FREEZER OF QUALITY



This shows the wonder-working aerating spoon dasher

More points of excellency are embodied in the ALASKA Freezer than in all other makes combined.

The ALASKA Aerating Spoon Dasher has given a new meaning to ice cream making in the home. It makes smoother, more delicious ice cream than any ice cream freezer ever made before and that too in three minutes' time.

It operates much more easily than any other freezer, transforming ice cream freezing from HARD WORK TO NO EFFORT WORTH TALKING ABOUT.

It is the simplest in construction. It requires neither skill nor patience to put an ALASKA Freezer together in from 15 to 20 seconds.

Every ALASKA Freezer is guaranteed as to material, workmanship and mechanical operation.

WRITE TO-DAY FOR ILLUSTRATIONS AND PRICES

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Montreal TORONTO Winnipeg

Sanitary Chemical Closet



That has Earned the Name of Sanitary

No Water No Plumbing

Sanitary Odorless

A Closet that is especially planned for rural districts where they have no sewerage connection.

A closet that is perfectly Sanitary and odorless—a closet that is made right, works right, and is right at all times, and for sale by the leading Hardware Merchants in every town. **Write for catalogue "F."**

Red Cross Sanitary Appliance Company

5 Dineen Bldg., Cor. Yonge and Temperance Sts., Toronto

Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

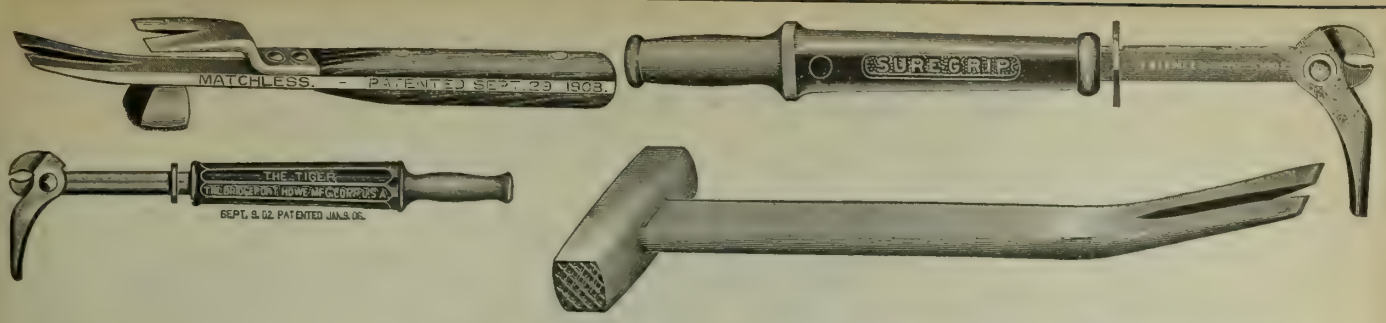
The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

MacLean Publishing Co., Ltd.

143-149 University Ave. - Toronto



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



THE **NATIONAL** Steel Rim **LOCK**

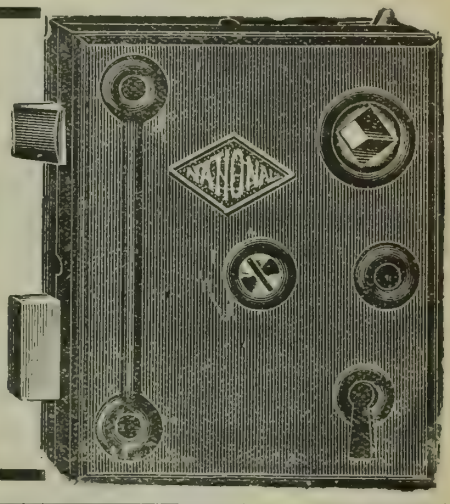
makes good in the hardware store because

"National" Locks are Strong,
Simple in Construction,
Durable, Well Finished

Carpenters and builders like them; they give no trouble once in place.

National Hardware Co., Ltd.

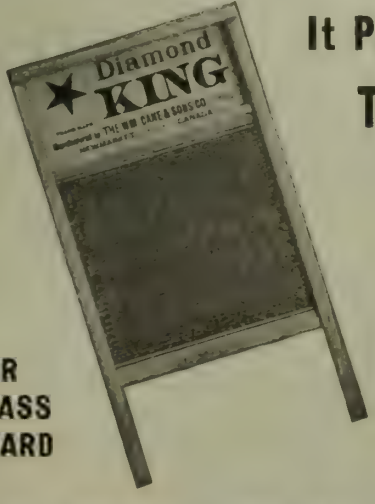
ORILLIA, ONT., CANADA.



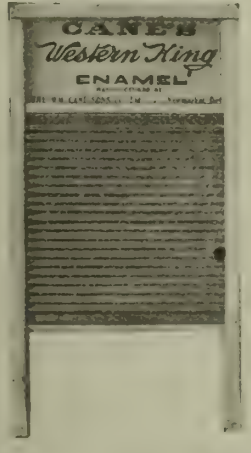
Make Your Staple Woodenware Pay

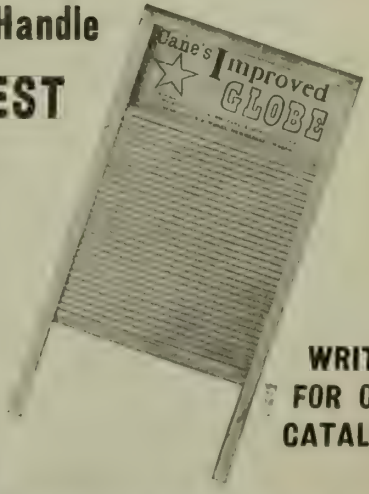
So often otherwise progressive Hardwaremen allow their Staples, such as Wash-day Woodenware, to hang back and not do their fair share of profit-getting. Cane's Wares keep you moving, ordering more and keeping up stocks. They are attractive, and put up attractively, at the same time holding the quality trade.

It Pays THE to Handle BEST



OUR GLASS BOARD





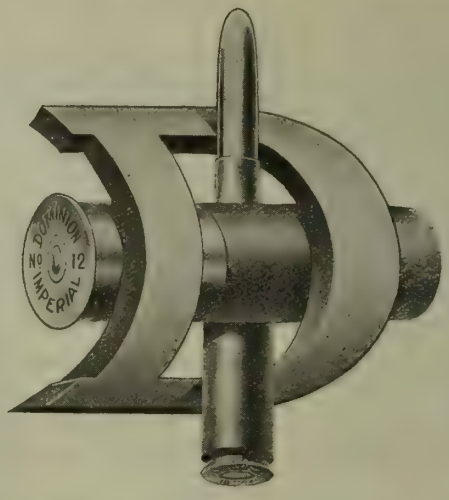
WRITE FOR OUR CATALOGUE

MANUFACTURED BY

THE WM. CANE & SONS CO., Newmarket, Ontario

DOMINION

This trade mark is our guarantee to you, and yours to your customer, of perfect quality.

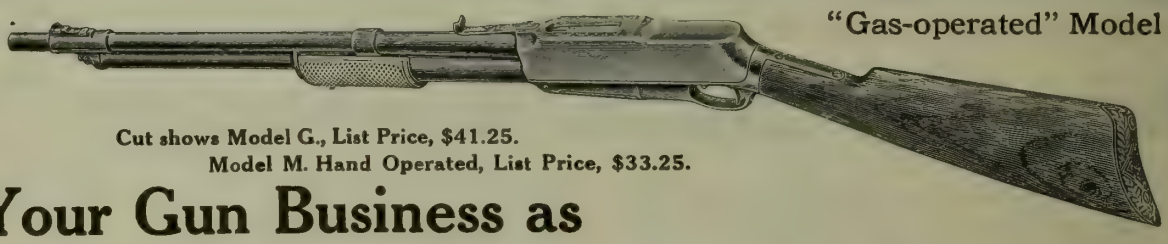


This trade mark means a reputation to us, profit to the dealer and satisfaction to the consumer.

AMMUNITION

Dominion Cartridge Company, Limited

MONTREAL, CANADA



"Gas-operated" Model

Cut shows Model G., List Price, $41.25.
Model M. Hand Operated, List Price, $33.25.

Is Your Gun Business as Profitable as it should be?

The following Canadian jobbers carry a stock of Standard Rifles and can ship promptly:—

EDMONTON, Ross Bros. Ltd., Sommerville Hardware Co.; LONDON, D. H. Howden & Co. Ltd.; MONTREAL, L. H. Hebert & Cie, Ltd., Lariviere, Inc., Lewis Bros. Ltd.; OTTAWA, Ketchum & Co. Ltd.; ST. JOHN, N.B., W.H. Thorne & Co. Ltd.; TORONTO, H. S. Howland, Sons & Co. Ltd.; WINNIPEG, J.H. Ashdown Hardware Co. Ltd., Marshall-Wells Hardware Co. Ltd., Miller-Morse Hardware Co. Ltd., Hingston-Smith Arms Co. Ltd., Wood-Vallance, Ltd; VANCOUVER, McLennan, McFeely & Co. Ltd.

We are receiving many inquiries from our advertising and referring these inquiries to the nearest dealer handling Standard Rifles.

STANDARD RIFLES

"Gas-Operated" **"Pump-Action"**

are recognized by sportsmen as the Easy Rifle. Easy on both hunter and game because the recoil is minimum and the velocity maximum. Large profits are assured every dealer who is far sighted enough to handle Standard Rifles.

Send for our catalog, booklets, etc., and let us tell you the details of our way of sending businessto you.

TWO MODELS

Gas-Operated

Hand-Operated

25, 30 and 35 caliber

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DELAWARE, U. S. A.

Are Manufacturers and Wholesalers Bound by Act?

Must Retail Dealer Send Permit From Police in Ordering Revolvers From Wholesale House?—Acute Question Raised as Result of New Offensive Weapons Act—Jobbers and Dealers Alike Stand to Face Losses on Unsalable Stock.

All branches of the hardware trade have been stirred up by the provisions of the new Ontario "Offensive Weapons Act," and it is highly probable that concerted action will be taken. Arrangements are under way, it is understood, for a number of the wholesalers to wait upon the Attorney-General, their object being to secure an interpretation of some points, which are not now thoroughly understood, and to protest against provisions which are deemed to be too rigid.

In the meantime the act is in force and it would be well for all manufacturers, wholesalers and retailers to go carefully into the matter and sift out the meaning of each clause. A transgression, even though made in ignorance of the new provisions, might bring down serious penalties. As dealers in many sections of the province are still unaware of the terms of the new act, the important clauses are herewith reproduced:

1. This Act may be cited as "The Offensive Weapons Act."

2. Every person who exposes for sale, offers for sale, or sells any bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, or who sells a revolver, pistol or air gun to any person other than one holding a certificate issued under section 118 of the Criminal Code, or one, being over 18 years of age, who produces to and leaves with the vendor a permit in writing, signed by the Superintendent of Provincial Police, or a Chief Constable of a city or town, allowing him to purchase a revolver, pistol or air gun, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor or to both, and the bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the Police Magistrate or Justice and transferred to the Superintendent of Provincial Police, or destroyed as such Magistrate or Justice may see fit.

3. (1) Every person who sells a revolver, pistol or air gun under the provisions of section 1 hereof, without keeping a record of the date of the sale, name of maker, serial number of such revolver, pistol or air gun, and the name, address and occupation of the purchaser, or who sells or exposes or offers for sale any revolver or pistol which does not bear a serial number and the maker's name, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor or to both, and the revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the Police Magistrate or Justice and transferred to the Superintendent of Provincial Police, or destroyed as such Magistrate or Justice may see fit.

(2) The record referred to in subsection 1 may be inspected at any time by any peace officer and a copy thereof shall be transmitted by the person making the sale to the Superintendent of Provincial Poilce within seven days after the 31st March, 30th June, 30th September, and 31st December in each year. A violation of this subsection shall render the offender liable, on summary conviction, to a penalty not exceeding $50.

4. Every Peace Officer may search any person who he has reason to believe and does believe is violating any of the provisions of sections 115, 116, 117, 118, 120, 121, 123, 124 and 127 of the Criminal Code, and may seize any of the weapons which such person is illegally carrying, and any weapon seized under this section shall be confiscated and handed over to the Superintendent of Provincial Police or to the Chief or High Constable of the municipality to be by him transferred to the Superintendent of Provincial Police or destroyed as he may see fit.

5. If any of the weapons mention in the first section hereof is found upon a person believed not to be a native of Canada by the constable making the search or by the justice of the peace or magistrate before whom such person is charged with an offence, he shall report such facts to the Provincial Secretary and the Provincial Secretary may communicate with the Minister of the Interior with the view towards deporting such person under the Immigration Act.

6. The Lieutenant-Governor in Council may make such regulations as shall be deemed necessary or convenient for carrying into effect the provisions of this Act.

Are Jobbers Included?

The most acute question raised is with reference to the position of the manufacturer and the jobber. Can not the manufacturer sell to the jobber unless the latter produces first a permit from the police authorities? Cannot the jobber in turn sell to the retailer unless the retailer obtains a permit and sends it to the jobber?

This point is causing much discussion and agitation in legal as well as hardware circles. Opinions differ and it is possible that it will be left for the courts to pronounce upon. In the meantime the trend of opinion, in authoritative circles, is rather in favor of the idea that the manufacturer and the jobber are bound by the provisions of the Act. "Every person" is the way the Act reads and that would seem to cover the wholesaler, according to the opinion of Solicitor Bailey of the Attorney-General's department.

"If a dealer in North Bay bought a consignment of revolvers from a Toronto wholesale house, would he have to secure a permit first and send it on to Toronto?" was asked.

"Yes," was the reply," unless it had been decided that the Act refers only to retail selling."

"Would it not serve if the dealer showed his permit to the traveler who took the order?"

"No. The Act clearly states that the certificate must be left with the vendor."

The situation is therefore very unsettled at the present time. To the writer's knowledge, one Toronto wholesale house has been refusing orders since the enactment was made. Considerable uncertainty will continue to exist until the question has been settled one way or the other. It is regarded as hardly probable that the department will endeavor to enforce the provisions strictly as far as the wholesale trade is concerned.

Will Cause Heavy Losses.

Clause 3, which provides that no revolvers, pistol or air gun without the maker's name and the serial number stamped upon it can be sold, is causing worry as it is bound to result in losses to both wholesaler and retailer. Only the better grade revolvers and pistols are stamped in this way. Many of the best known manufacturers make and sell cheap revolvers which are not stamped. As there has been a big demand for the cheaper grades, the jobbers have been carrying more or less large stocks and some are now caught with a supply of these goods on their hands which they are forbidden by law to sell. Many retailers are also stocked up with revolvers which they cannot now sell and which will consequently be a dead loss.

"The government cannot saddle us with a heavy loss this way," declared a Toronto jobber, in discussing the matter. "Fairness will compel the authorities to take some action to relieve the trade."

But Superintendent Rogers, in whose hands the enforcement of the new act will be, takes another view. "That clause was inserted particularly to prevent the sale of unnumbered revolvers," he declared. "Those who have stocks laid in will suffer some loss, but what is that compared with the welfare of the province as a whole? We intend to enforce this clause to the letter."

Ignorance No Excuse.

Word has been received from various parts of the province from dealers who claim that they have not seen the act or learned anything definite of its provisions. The authorities declare that it devolves on every dealer to inform himself on this matter, and that, where infringements take place, ignorance of the law will not be accepted as an excuse. It would be wise, therefore, for every hardwareman to cut out the above copy of the act and keep it for future reference.

Advertisements That Win Attention

Two Distinct Kinds of Advertising Copy Now in Vogue Among Canadian Hardwaremen—Relative Advantages of "Miniature Newspaper" and "Illustrated Copy" Styles Discussed—Use Copy That the Readers Understand.

In the columns of Hardware and Metal, during the past few months, hardware advertising methods have been discussed from a practical standpoint, and a number of advertisements being run by Canadian dealers have been reviewed and criticized or commended, as the case might be. Among those which came in for commendation there were two distinct styles, both of which seem to have impressed themselves upon the trade and to have won a following among dealers who give thought to their advertising.

Of these two styles, the more novel was the "miniature newspaper" idea—the paper within a paper. The George Taylor Hardware Co., of New Liskeard and Cobalt, Ont., were among the first to successfully launch this style of advertising, their ads. being gotten up in the form of a newspaper page, under the caption, "Taylor's News." The idea caught on at once, and the Taylor people have found that the readers of their local paper have been looking forward to each issue and displaying a keener interest in "Taylor's News" than in the actual news columns of the paper.

The Geo. Taylor Co. are still using this form of advertising with good effect, and among the other hardware dealers who have adopted the same style are M. Weichel & Son, of Elmira and Waterloo, Ont. A recent issue of Weichel's Weekly Hardware News is reproduced on this page, and it is a good sample of the "miniature newspaper" idea of advertising. In appearance, it closely imitates a newspaper page, and the copy is good selling talk, with enough wit and gossip thrown in to carry through the idea. Mr. Weichel's "Weekly" will be interesting to hardwaremen everywhere, even though some of the local hits may go over their heads.

Serious Copy Well Illustrated.

The other style of advertising which is coming to the fore has been exemplified for some years by such progressive firms as the Russill Hardware Co., of Toronto, and Stanley Mills & Co., of Hamilton. A good sample of this style of copy is the "Spring Announcement" of the P. Hymmen Co., Berlin, Ont.

This advertisement is straight selling talk from first to last, and the illustrations are calculated to add interest and attract the attention of readers.

To a certain extent, this style of advertising also follows the newspaper idea. That is, it is divided into columns, which, in turn, are sub-divided into panels, each of which is devoted to one particular article or line of goods. This makes a very readable advertisement, and, assisted by suitable cuts, it almost compels the attention of everyone who glances over the paper.

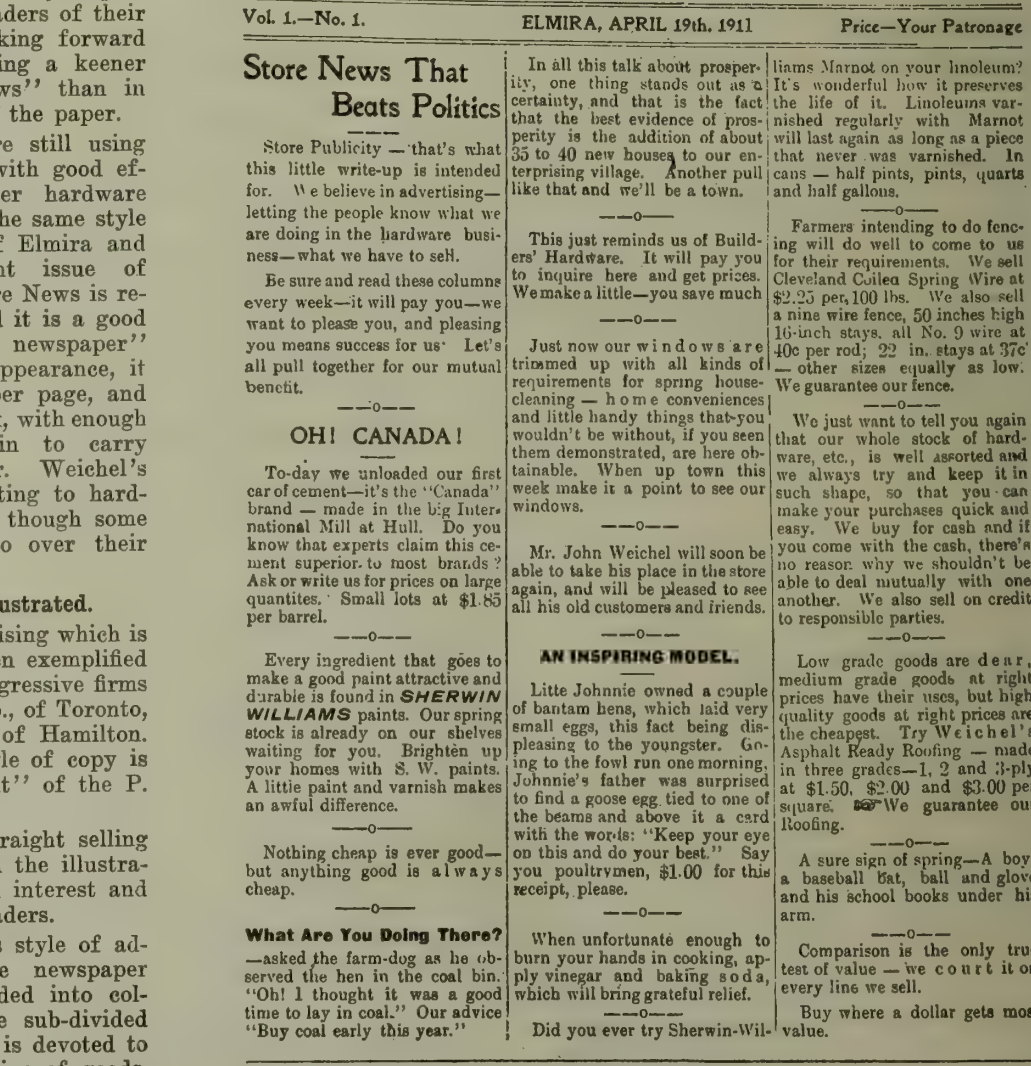
An Example From the East.

In the Paint Department of this issue mention is made of a first-class paint advertisement which had been used by T. McAvity & Sons, St. John, N.B., and afterwards reprinted in the form of a circular. This advertisement partakes partly the nature of the "miniature newspaper" advertisement, inasmuch as it is headed like all the advertisements of this firm, "McAvity's Messenger." The balance of the advertisement, however, is simply selling copy, and good copy, too.

Effectiveness of Styles Compared.

The "miniature newspaper" idea depends largely upon its novelty for results. The notion of a paper within a paper will be so unusual to the readers of most weeklies or small dailies that the "store news" will be greedily read, especially if it is cleverly written.

There are two outstanding difficulties in this style of advertising. One is that the appeal for business must be so disguised as to be in keeping with the general make-up of the ad. There is a danger that this will decrease the business-getting efficiency of the ad. The other difficulty is that the public may grow tired of the "miniature newspaper" as its novelty wears off. Both these points mean that the utmost ingenuity and cleverness is required, to keep this style of advertising in the resultful class. The effect of the ad. should be closely watched, and, as soon as it shows signs of falling flat, switch back to the more serious style of advertising.



Weichel's Weekly Store News

Vol. 1.—No. 1. ELMIRA, APRIL 19th. 1911 Price—Your Patronage

Store News That Beats Politics

Store Publicity — that's what this little write-up is intended for. We believe in advertising—letting the people know what we are doing in the hardware business—what we have to sell.

Be sure and read these columns every week—it will pay you—we want to please you, and pleasing you means success for us. Let's all pull together for our mutual benefit.

—o—

OH! CANADA!

To-day we unloaded our first car of cement—it's the "Canada" brand — made in the big International Mill at Hull. Do you know that experts claim this cement superior to most brands? Ask or write us for prices on large quantites. Small lots at $1.85 per barrel.

—o—

Every ingredient that goes to make a good paint attractive and durable is found in ***SHERWIN WILLIAMS*** paints. Our spring stock is already on our shelves waiting for you. Brighten up your homes with S. W. paints. A little paint and varnish makes an awful difference.

—o—

Nothing cheap is ever good—but anything good is always cheap.

—o—

What Are You Doing There?

—asked the farm-dog as he observed the hen in the coal bin. "Oh! I thought it was a good time to lay in coal." Our advice "Buy coal early this year."

In all this talk about prosperity, one thing stands out as a certainty, and that is the fact that the best evidence of prosperity is the addition of about 35 to 40 new houses to our enterprising village. Another pull like that and we'll be a town.

—o—

This just reminds us of Builders' Hardware. It will pay you to inquire here and get prices. We make a little—you save much

—o—

Just now our windows are trimmed up with all kinds of requirements for spring housecleaning — home conveniences and little handy things that you wouldn't be without, if you seen them demonstrated, are here obtainable. When up town this week make it a point to see our windows.

—o—

Mr. John Weichel will soon be able to take his place in the store again, and will be pleased to see all his old customers and friends.

—o—

AN INSPIRING MODEL.

Litte Johnnie owned a couple of bantam hens, which laid very small eggs, this fact being displeasing to the youngster. Going to the fowl run one morning, Johnnie's father was surprised to find a goose egg tied to one of the beams and above it a card with the words: "Keep your eye on this and do your best." Say you poultrymen, $1.00 for this receipt, please.

—o—

When unfortunate enough to burn your hands in cooking, apply vinegar and baking soda, which will bring grateful relief.

—o—

Did you ever try Sherwin-Williams Marnot on your linoleum? It's wonderful how it preserves the life of it. Linoleums varnished regularly with Marnot will last again as long as a piece that never was varnished. In cans — half pints, pints, quarts and half gallons.

—o—

Farmers intending to do fencing will do well to come to us for their requirements. We sell Cleveland Coiled Spring Wire at $2.25 per 100 lbs. We also sell a nine wire fence, 50 inches high 16-inch stays, all No. 9 wire at 40c per rod; 22 in. stays at 37c — other sizes equally as low. We guarantee our fence.

—o—

We just want to tell you again that our whole stock of hardware, etc., is well assorted and we always try and keep it in such shape, so that you can make your purchases quick and easy. We buy for cash and if you come with the cash, there's no reason why we shouldn't be able to deal mutually with one another. We also sell on credit to responsible parties.

—o—

Low grade goods are dear, medium grade goods at right prices have their uses, but high quality goods at right prices are the cheapest. Try Weichel's Asphalt Ready Roofing — made in three grades—1, 2 and 3-ply at $1.50, $2.00 and $3.00 per square. ☞We guarantee our Roofing.

—o—

A sure sign of spring—A boy, a baseball bat, ball and glove and his school books under his arm.

—o—

Comparison is the only true test of value — we court it on every line we sell.

Buy where a dollar gets most value.

M. WEICHEL & SON, Hardware Merchants. ELMIRA

The "Miniature Newspaper" Idea, as Exemplified by M. Weichel & Son, Elmira and Waterloo, Ont.

The latter form will always be effective, if the copy is changed regularly and confined to seasonable or staple goods. It is necessary to remember that an ad. of this kind, as shown in Hymmen's announcement below on this page, while practically composed of a collection of smaller advertisement, must be welded together in such a way as to form an harmonious whole, in which the advertiser's name is unseparably connected with every article advertised.

HYMMEN'S—

SPRING ANNOUNCEMENT

Everywhere is the call for the Annual Spring Cleaning and Planting. We wish to draw your attention to the numerous articles the Big Hardware Store offers, to help you do the work properly and with ease also to the many other seasonable goods. Look carefully over this page, as it will amply repay you.

Robertson's Ready Mixed Paint

Good Paint is a good investment. It protects buildings from the destroying elements—Sun Rain and Frost. Good paint also improves values by beautifying the appearance. Robertson's paint is the most dependable most durable paint you could use. It wears so much longer that you will not need to paint so often. We offer you this reliable paint at a lower price than any other good paint on the market.

½ Pints 20c Quarts 35c
Pints 35c ½ Gals $1.00

LIQUID VENEER

MAKES OLD THINGS NEW

IT BRIGHTENS the home as nothing else will do, by renewing the finish of furniture and woodwork. It is highly beneficial to the finest finish, even that of a $1,000 Piano, and its price is low enough to admit of its use on the cheapest, down to a 50c kitchen chair. It will improve the most beautiful furniture, including Mahogany, Rosewood, Golden Oak, White Enamel, Gilt, Silver Equally well adopted to any color paint.

Liquid Veneer is not a varnish but a surface feed and cleaner. It removes scratches, stains, dirt and blemishes. Applied with cheese cloth. Leaves no coating or streaks and is not inflammable.

It enriches and builds up the finish instead of ultimately destroying it as do all preparations containing benzine or similar ingredients. Test Liquid Veneer for yourself, it will not ignore. It is wonderful for dusting. Try it and you will always buy it.

NEW SIZE PACKAGES
4-ounce bottle, 25c. 12-ounce bottle, 50c.



YOU CAN'T KEEP HOUSE WITHOUT JAPALAC

If you have a few cans of Japalac in the home you can put your white bed steads into condition—refinish your floors, touch up your furniture, enamel the whole bathroom, varnish your pantry and regild and silver your frames, radiators and plumbing. There is a different

JAP-A-LAC

Made in 12 colors and natural (clear)—renews everything from cellar to garret

for every possible use you can think of. Always satisfactory, always best, the least quantity goes the farthest.



A Pail, With Water—a Brush—and a Pkg. of Alabastine

WILL transform the ugliest walls into walls of rarity—of artful refinement. Alabastine was to are pleasing to the most cultivated tastes. Anyone can apply Alabastine by following the directions. All you need is a pail with water, and a flat brush. The rest is easy. Alabastine, unlike wall paper and kalsomine, hardens and becomes part of the wall itself. Alabastine sticks to the wall permanently. It is the only absolutely sanitary wall covering.

CHURCH'S COLD WATER Alabastine

A new coat can be applied without removing old one. Alabastine is made in white, and twenty-one charming tints. Come in and get the Alabastine tint book. We'll show you how really beautiful Alabastine is.

FREE STENCILS

These free Stencils are worth from 50c. to $1.00. They enable you to more beautifully decorate your home. Call in for particulars.

mOOSIER EXPRESS WAGONS



Every boy delights to have an express wagon like father's spring days are now here and out door exercise he can secure will make him healthy and strong. The Hoosier Wagon is the strongest steel wagon we have ever had. The wheels are all toughest spoke and are fattened with cotter pins.

No. 4. Size 9 x 18 $1.00 No. 2. Size 14 x 28 $2.25
No 02 Size 11 x 22 $1.25 No. 10. Size 12 x 24 R. T. $3.00
No 0. Size 12 x 24. . . . $1.75 No. 12. Size 14 x 28 R. T. $3.50

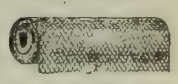


Remember what we are headquarters for fishing tackle. We buy in large quantities direct from the makers and it benefits us to our interest to sell our stock.



This is the handiest article you can have on the kitchen. No home ought to be without one. We have them government stamped and tested. $1.60
to weigh up to 24 lbs.

POULTRY NETTING



18 gauge standard size, first quality. Do not confuse this heavy gauge with light ones.

	per yard.	per roll
12 inches high	2c	85c
18 inches high	3c	$1.25
24 inches high	4c	$1.60
30 inches high	5c	$1.85
36 inches high	6c	$2.20
42 inches high	6½c	$2.50
48 inches high	7c	$2.85
60 inches high	9c	$3.50
72 inches high	10c	$4.25

PINE APPLE EYESNIP



The only practical snip on the market. It is durable as there is no spring to corrode and break, and does clean work as the jaws shave not run down the handle. 25c

CURTAIN STRETCHERS



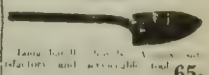
Adjustable, iron nickle plated pins, adjustable to rod with easel $2.50
No. 2 X P. Pins one inch apart, with easel $1.85
No. 3 Wood is 1 inch wide, N. P. pins 2 inches apart $1.25

STEP LADDERS



Extra strong and well made ladders.
6 feet, with pail shelf . . $1.10
5 feet with pail shelf . . 90c
4 feet with pail shelf . . 80c

SHOVELS



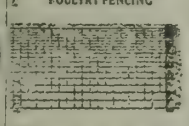
Long handled 65c

WHEEL BARROWS



No. 106. General purpose, removable sides strong steel wheel well made Barrow . . . $3.50
No. 110. Not as large as the No. 106, but just the thing around the house. We are selling more than ever, stocked for three different heights.
24 inches high 10 wires . . 50c
32 inches high 13 wires . . 12c
40 inches high 17 wires . . 12c

POULTRY FENCING



Who bother with the light Poultry Netting when you can buy the Pittsburg Poultry fencing at almost the same price. We are selling more than ever, stocked for three different heights.

24 inches high 10 wires . . 50c
32 inches high 13 wires . . 12c
40 inches high 17 wires . . 12c

SPADES



D Handle as illustrated, made of good, strong steel, warranted 65c

LAWN RAKES

Don't tear up the tender grass by using a common rake on your lawn. Use a Lawn Rake 50c

CHAMPION STEEL RAKES



This rake is without doubt the strongest and most durable rake in the market. The teeth are thin steel bent making them double strong where the strain comes.

12 Tooth 80c
14 Tooth 85c
16 Tooth 70c

GET AHEAD OF THE FLIES



GARDEN HOES



We have a splendid assortment of hoes, ranging in price from . . . 50c to 30

GRANITINE FLOOR FINISH

Owing to its remarkable hardness, elasticity and durability it rivals the best wax finish.

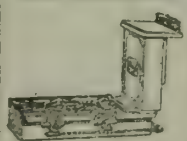
½ Pints 30c
Pints 50c
Quarts 85c

ELASTILITE VARNISH

Will not crack, chip turn white, bloom, crazed or pit. It is designed with for interior or exterior use.

½ Pints 30c
Pints 50c
Quarts 85c

DETROIT GASOLINE STOVES



The Detroit Gasoline Stove is superior to all others because it is absolutely safe, regenerative generating and is easy to turn on or off. It is lighted. It has the most up to date burner made. Price of the plate as illustrated $10.00

SIMMON'S READY ROOFING

A smooth surface ready roofing requiring no paint or coating at the time of laying. The compounds used in saturating and coating are composed of the best penetrating and weather resisting materials known containing no coal tar or cheap conditions to dry out.

2 plies 108 sq. ft $2.75
1 plies 108 sq. ft $2.25
1 p.s. shed roof $1.50

ROLLER SKATES



Our skates have steel tops and are very light and strong. They are in tension, one skate in all sizes are easily adjusted and stay where they are put and give no trouble. per pair 60c

WOOL WALL DUSTERS

No. 1 Complete with 5 foot handle 70c
No. 2 Complete with handle 45c

SPLINT BASKETS



Very handy for carrying away leaves etc. 25c

CARPET BEATERS



Our No. 31 Beater is a durable wire beaters fitted into handle, cannot get loose 20c

RADIATOR BRUSHES

For cleaning between loops of Radiators 3½ ft. handles 35c



CHICAGO JEWEL GAS STOVES

The popularity of these Gas Ranges is the strongest testimonial of their merit. their excellence is genuine, their efficiency unquestioned. You are sure of satisfaction with a Chicago Jewel. Our unqualified guarantee goes with every stove. $3.50 to $37.00

The P. HYMMEN CO., Limited,

100 & 101 King West Berlin.

This Appeal for Business Brought Big Results for the P. Hymmen Co., Berlin, Ont.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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PUBLISHED EVERY SATURDAY

THE CANADIAN METAL SITUATION.

The positive stagnation which characterizes the metal market in the United States, just now, is to a certain extent reflected in this country and there is no disguising the fact that the consumption of metal generally is below the level reached a year ago. Building operations are unprecedentedly heavy, and all the principal Canadian railways are spending large sums both in construction and equipment. In the face of these outward evidences of prosperity, it is somewhat of a puzzle why buying of metals should be on such a cautious scale.

The uncertainty existing in the United States is also felt here, regardless of tariff walls and separate nationalities. Buyers in the former country are afraid to purchase for future requirements, in view of the possibility of tariff changes and judicial decisions affecting the earning powers of important interests. On this side of the line, caution is also being exercised, due either to the influence of the United States, or to the expectation of lower prices, or both.

A disquieting fact is that, although most manufacturers of metal products are very busy, trade in general is being conducted upon a very close margin of profit, which gives rise to uneasiness and consequent fear of buying too largely for the future.

In comparing the situation with the record of a year ago, it is well to remember that the first half of last year produced very heavy business in the metal trade, while the second half fell off badly. This year, the first few months have been fairly active, but certainly below the same period last year. It now remains to be seen what the second half of the year will bring forth. If the weather becomes more favorable and good crops result throughout the country, the second half of the year should show considerable improvement.

OFFSETTING CATALOGUES BY PERSONALITY.

A close study of the advertising put out by mail order houses during the past few months reveals the fact that, almost without exception, they are endeavoring to place before their prospects some element to take the place of the personal contact which is characteristic of selling over the counter.

Some firms strive to accomplish this result by reproducing, in the advertisement, a photograph of their founder, president or manager, the idea being carried still further by a facsimile signature. In many cases the advertisement is written in the first person, expressing a burning desire on the part of the head of the firm to show the readers how honest he is and how profitable it would be to deal with him.

This fact brings to mind the tremendous advantage which the retailer has over the mail order houses in the matter of personal contact with his customers. It is an advantage which he should push for all it is worth, and it is worth a great deal.

The merchant who is acquainted with all his customers, and is able to call each one by name, has a strong hold on his trade, but this is obviously impossible, except in the smaller places. At the same time, even in the larger towns and cities, it should be the aim of the dealer to extend his acquaintance as widely as possible, and take every opportunity of personally greeting the customers who come into his store.

The hardwareman is a living personality, approachable by every one in his community. He does not require to publish his photograph in his advertisements, for he can make himself known in a more pleasing and direct way. As a matter of fact, the local merchant cannot get away from his personality. It permeates every department of his business, and, if it be a winning personality, backed with energy and business ability, there will be little difficulty in offsetting the catalogues of the far distant mail order houses.

CO-OPERATION BETWEEN CREDIT MEN AND RETAILERS.

The Canadian Credit Men's Association with head offices in Winnipeg, has secured the services of J. A. Reed, formerly associated with Messrs. Foley Bros. & Larson, Winnipeg, as fire adjustor to represent the assured. It has been felt for many years that a fire adjustor was necessary to protect the interests of the retailer and the wholesaler, as in the majority of the fires which have occurred throughout the West in retail merchants' stores, the insurance companies have succeeded in cutting down the payments, on the strength of some technicalities which the merchant was not able to overrule. Mr. Reed will devote all his time to the adjustment of fire insurance, and will establish his office at 401 Ashdown Bldg., adjoining the offices of the Credit Men's Association.

The appointment of Mr. Reed is a further instance of the policy of the above mentioned association in an endeavor to be of assistance to the retail merchants. At the meeting held last week, it was decided by a vote to continue the policy of using pamphlets, having for their object the education of the retailer to keep proper books and accounts, to keep his stock well assorted, to look well after his outstanding accounts, the taking advantage of discounts by cash payments wherever possible, the taking of stock at least once a year, and the preparation of a financial statement and the submission of the same to the mercantile agencies. All these important features are being enlarged upon for the benefit of the retailer, and already hearty co-operation exists among wholesalers and retailers. The matter of insurance will be dealt with thoroughly, from now on, and merchants are being influenced by the association to carry adequate insurance, having confidence in satisfactory adjustment in case of fire.

PROSPERITY REIGNS SUPREME.

Go out through any part of the country and talk to the hardwaremen in that section and you will return pretty well convinced that there is nothing wrong with trade conditions in this country. Nothing but complete satisfaction with present business and optimism for the future are expressed. Hardware dealers are doing well and are expecting to do better. They report big advances over last year's trade and are not afraid to predict that conditions will show still further improvement as the year advances.

One young hardwareman stated to a representative of Hardware and Metal last week that his business during January and February this year showed an advance of between $600 and $700 over the same two months in 1910. January and February are the two dullest months of the year and the only conclusion to be drawn from this very decided advance is that trade conditions have "picked up" considerably. As still more conclusive evidence, a certain firm in Western Ontario report that during March their business actually increased from $1,700 to $2,700. New methods have been adopted but full credit for the remarkable advance in business could not be charged to that cause. A brisker tone to the business outlook was undoubtedly the main contributing factor.

Not a single dissentient note was voiced. Opinions on business conditions differed only in the degree of their enthusiasm. All agreed that they had no cause for complaint and were counting on breaking a few records before the year nineteen hundred and eleven had run its course. Under the circumstances, the conclusion to be drawn is that the retail trade at the present time is blessed with an unusual degree of prosperity, incidental to the expansion of the country. The dealer who finds things not to his liking must look to himself and his methods of doing business for the cause.

BACK TO THE HARDWARE TRADE.

During the past few years, a tendency has been noticed among manufacturers of certain specialties to go direct to the consumer for business, or to appoint special representatives or agents to cover definite territories. Traveling salesmen have been sent out to call upon farmers, and catalogues and price lists have been mailed to consumers without consulting the trade, who had, in the past, controlled the bulk of such business.

The only reason for going over the heads of hardware dealers and depending upon local agents, was the fact that hardwaremen did not appear to be wide awake to the possibilities of doing business. They were content to stand behind their counters, or sit in their offices, and take the business that came to them. In other words, to use a well-worn phrase, they were order-takers instead of salesmen.

Only recently, however, the opposite tendency has begun to manifest itself, and the cry among many of the manufacturers who have tried to be their own distributors is now "Back to the Hardware Trade."

A prominent firm, manufacturing gasoline engines, have come out with a declaration that they intend to sell their product through the hardware trade, exclusively. A firm in the United States making a high-grade lamp for burning kerosene, formerly endeavored to dispose of their goods entirely by mail, but they found that the selling expense was so high as to jeopardize their existence, and the mainstay of their sales organization now is the hardware dealer who is their "protected distributor."

Moreover, signs are not wanting that the metal roofing trade, much of which has, in recent years, been done through the medium of country carpenters, will, in future, go more and more through its natural, legitimate channel—the hardware trade.

These are all evidences that hardwaremen, as a class, are displaying better salesmanship than formerly characterized them. They are going after business, and are not only mere distributors, but agents who are doing things. Hardwaremen are, as a rule, the most substantial class in any community, and manufacturers, recognizing that they are thoroughly responsible, would much prefer dealing through them, to any other selling plan, provided, only, that the dealers are prepared to do their share in pushing sales.

GROWTH OF CANADIAN STEEL TRADE.

Some idea of the rapidity with which the domestic steel business is growing, may be had from the very large operations which have been completed, or are still under way, at the plant of the Dominion Iron and Steel Company.

During the past year, this interest has completed one hundred and twenty by-product coke ovens of the latest type, at a cost of a million and a third dollars. These, together with the old coke ovens, will give a daily capacity of nearly two thousand tons.

In addition there are now under construction two open-hearth furnaces, among the largest in the world, with a capacity of 500 tons each; one Bessemer converter, two blast furnaces, a merchant mill for bars and rods, as well as a new power house and new pumping machinery. With a new repair shop and office building, the total expenditures will reach $4,000,000.

The Dominion Co. began the manufacture of steel in 1902, with a production for the year of 99,400 tons, against 302,118 in 1910. Pig iron to the amount of 111,000 tons was turned out in 1901 and 255,161 last year. March figures were 20,450 tons of pig iron and 24,700 tons of steel.

POINTED EDITORIALS.

There has been a good demand for paint removers in the Hardware and Metal sanctum this week. Painters have been decorating the office partitions, and members of the staff just naturally couldn't keep away from the wet paint.

"Licensed to carry a revolver" may be a proud distinction in the near future, if recent legislation is rigidly enforced. It will, at least, imply the possession of considerable energy on the part of the man who has fulfilled all the requirements of the Act.

In the face of unsteady trade conditions in other parts of the globe, Canada continues to make rapid progress, and has earned the reputation of being the most prosperous country in the world. Canadian hardwaremen have no need to feel envious of their brethren in any other country.

Rigid legislation against mail order houses is pending in Missouri. In the state where occular demonstration is deemed necessary, the legislature is considering a measure to impose a state tax on these concerns. The tax would be placed on the amount of business done and would work on a sliding scale. It is quite frankly admitted that the idea is to assist the home trader.

How Large Tinshop Department is Handled

Howie & Feely, Brantford, Employ Twenty-five Men all the Year Round—Stock is Kept Under Lock and Key—Each Man Fills Out a Daily Time Card—A "Call" Book Used.

The management of the tinshop is a problem which worries many hardwaremen. They find it difficult to keep accurate account of material and time. During slack seasons, the department becomes a serious drag on the business. Tools, ladders, etc., are left around and speedily disappear. Other causes contribute to the worries which are met with in the conduct of a tinshop and help to create the losses so often experienced.

The remedy lies in the adoption of a rigid system of checking up time and material and in canvassing for business to keep the department going through the seasons of the year, which are bound otherwise to be slack. If no effort is made to stimulate business during the winter months the proprietor will soon find that he is getting little in the way of returns for the salaries that he must continue to pay. It becomes a case of "all going out and nothing coming in."

Few tinshops can boast of as complete and satisfactory system of management as that adopted by Howie & Feely, of Brantford. This firm have an extensive business and employ about twenty-five men in the tinshop all the year round. They are fortunately situated to do tinning work, as Brantford is a big industrial centre. A large share of the factory work goes to Howie & Feely, and, as this is not confined to any season, they run full-handed right along. In fact, during the past winter they increased their staff.

This business was worked up by paying attention to factory needs and keeping closely in touch with the manufacturers. The firm are now in a position to carry out thoroughly and expeditiously any variety of tin work required in an industrial plant.

Checking of Material.

It is quite apparent that, with such a large connection, the necessity has been felt for some system to keep track of the stock. The plan followed is to have everything kept in charge by a stockkeeper. Access to the supplies can be had only through application to him. He keeps it under lock and key. On starting out in the morning, each employee goes to the stockkeeper and gives a list of what he will require. He has to sign for this. If he brings anything back to the shop, he hands it over to the stockkeeper and receives credit for same. The stock used is then made up and charged to the job on which the man was engaged. If fresh supplies are needed, the men on the job cannot go back to the shop and take what they need. They have to secure the material in the same way.

All the supplies used on any contract are then entered up and charged.

The stockkeeper looks after tools and ladders in pretty much the same way. When a ladder is taken out for use at a certain house, the fact is entered in a "call" book When the men report that they have finished the work, the rig is sent to get the ladder, tools and whatever material is left over. By consulting this book, it is possible to find where all tools and ladders are and it is practically impossible to lose track of anything of that description.

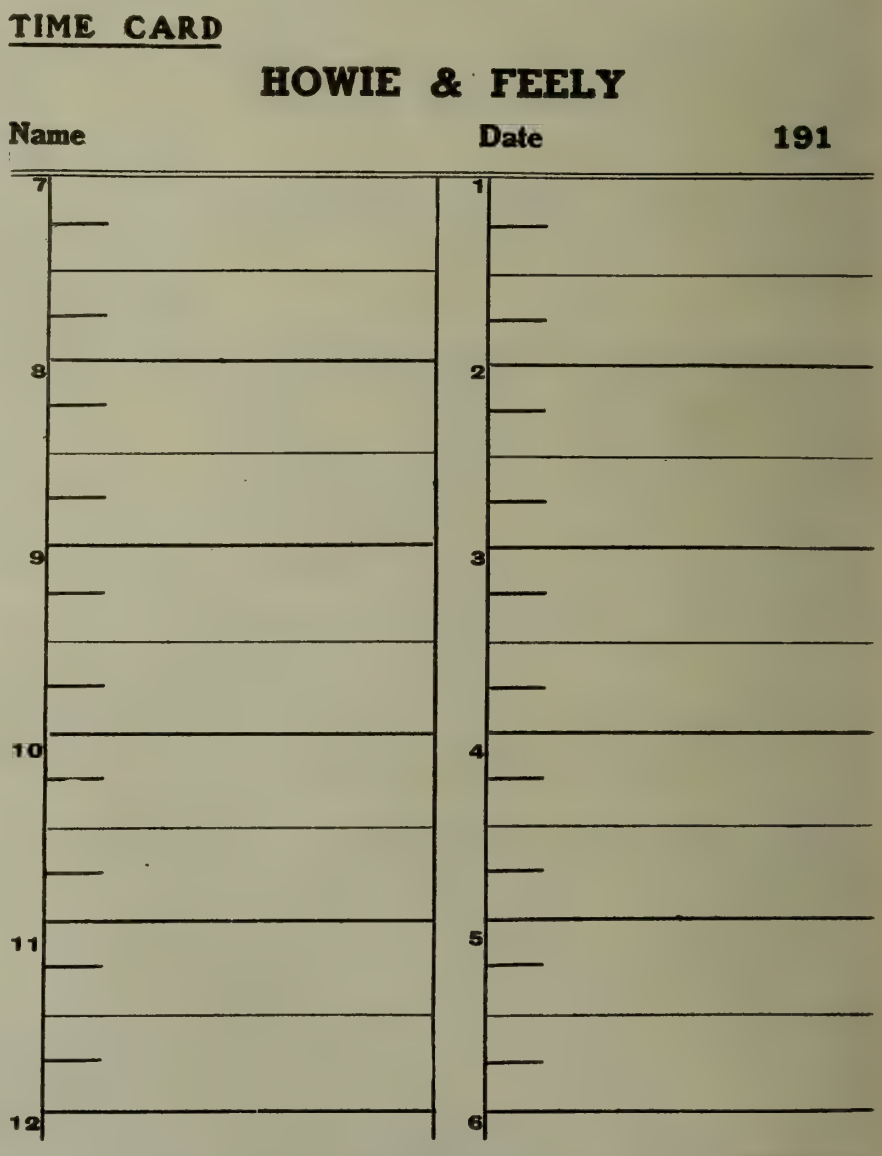
Time Cards Used.

With such a large staff, a thorough time-checking system is necessary. Each man on starting out in the morning is supplied with a card, which he is required to fill out. As each hour is divided into quarters, it is possible to tell almost to a minute how much time was spent on each job done during the day. The men sign their cards at night and turn them in to Mr. Feely, who is in charge of the department. The time and the material are taken from these records and charged against each job.

Stay at Factory.

So much work is done at one Brantford factory that the firm keep two of their men there practically all the time. These men report at the shop first thing in the morning, secure the material they will require during the day, sign for it, get time cards and then repair to the factory. At night they call back, hand in their cards and report progress to the head of the department. Generally, also, they indicate about what they will need to have the next day. The bulk of the work done in the factories is in putting up "blowers," guards, etc.

Howie & Feely have found the system outlined above very satisfactory in every way. They are able to keep track of every foot of pipe and to account for each minute of the day of each employee. They experience no losses in either respect.



Time Card Divided Into Quarter Hours Which Each Employee Must Fill in Every Day.

Some Seasonable and Educative Window Displays

Points to be Remembered in Arranging Goods in the Store Window — How West Toronto Firm Gave Seasonable Color to a Display of Garden Tools—Tillsonburg Dealer Proves the Reliability of Gas Stoves—Effective Device in Paint Window.

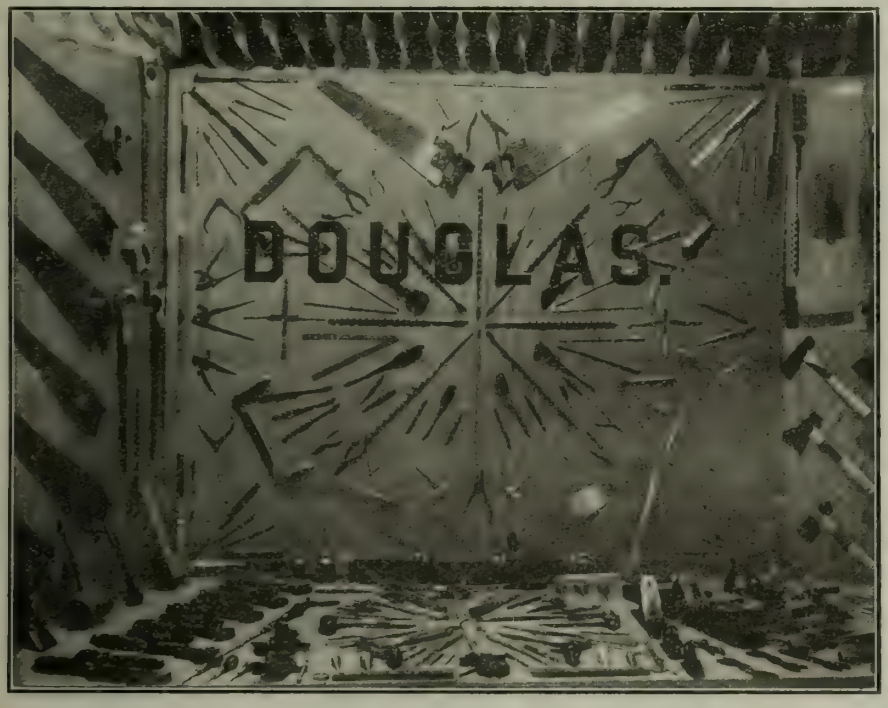
One of the first objects to be aimed at in arranging a window display, is to make it seasonable. Not only should the goods shown be among the "best sellers" for that time of year, but the arrangement and the decorations should have something in keeping with the season and the goods shown. For instance, during Christmas time, evergreen, holly, mistletoe, imitations of snow and ice are much affected. Undoubtedly, all such devices are found effective. They attract and draw trade, while their absence repels customers. How many people care to do Christmas shopping in a store where the windows are dull and utterly devoid of all recognized Yuletide trappings?

An original attempt to give seasonable color to a window was made by Christie Bros., West Toronto. Last week they put in a display of garden tools and supplies. A good selection of hose, rakes, lawn mowers, shears, etc., were shown, and, to give a touch of reality, the bottom of the window was covered with what appeared to be a healthy growth of green grass. The length and fresh color of the verdure were too marked for the real article at this early season, and the suspicion of artificiality was confirmed on closer inspection. What had been done was to take excelsior and dip it in green paint. When placed in the window, this gave a splendid representation of real grass, and added very largely to the good effect of the display.

A Good Tool Display.

Nothing could be more seasonable at the present time than a tool window. With the advent of warm weather, outside work generally is being started. Tools, are, therefore, in greater demand than at other times of the year. Every mechanic will be needing some tool to replace one of his own, which has become worn out or which lacks the latest improvements. A store window, filled with the best things going in the tool line, will have a great attraction for men engaged in any mechanical line.

The accompanying illustration shows a window display in the store of D. W. Douglas, Campbellford, Ont. It was designed by C. H. Smith, and attracted much favorable comment. The variety of articles shown was very large, ranging from a carpenter's rule to an axe. The tools were neatly arranged on a base and background of yellow sateen, while twisted streamers of tissue paper of the same color were drown across the top.



A Seasonable Window Display of Tools in the Store of D. W. Douglas, Campbellford.

This display helped to increase sales in tools, but it might have proven still more effective if the price of each article had been marked on cards.

Window displays should also have an educative value. Last week three gas stoves were shown in a window of the Torrens hardware store, Tillsonburg, together with a number of smaller goods, such as electric toasters and electric sad irons. In the evenings, when the store was closed up, a kettle full of water would be found over a lighted jet on one of the gas stoves. The kettle would soon start to boil quite briskly and the steam thrown off would partially fill the window. Large numbers were attracted to the spot each evening. A friend of the proprietor met him on the street the first night and warned him that something was going to happen.

"You'll have a fire or something," he declared, "leaving a jet burning in your window that way after locking up the store."

"Not a bit of it," declared Mr. Torrens. "You see, I can regulate those stoves perfectly, and I have full confidence in them."

"You must have," rejoined the friend.

That was exactly the idea that Mr. Torrens desired to impress on all who noticed the display. The fire would not be turned off until about 11 o'clock, when one of the clerks would slip back for that purpose. In the meantime many people would see the stove in action and doubtless be struck with the confidence shown. Quite a number of sales were made during the week, not only of gas stoves, but of electric toasters and other small electrical articles.

An advocate of the educative window is R. P. Bell, who has charge of the retail store of R. M. Bell & Co., Halifax. Mr. Bell believes it is a mistake if, having gained the attention of the passer-by, you let the opportunity to convey a definite suggestion pass. He believes in making a window forceful, as well as attractive.

One of the most recent displays arranged by Mr. Bell was a paint window, described by the Maritime Merchant, as follows:

"The central figure in the exhibit was a large, white card enclosed in a frame 26x30 inches and mounted on a small pyramid of half-gallon tins of paint. In the left-hand corner, about 6 inches from the top, was pasted on very carefully a copy of a letter which had been received from the manufacturers, telling about the quality of the paint they are producing at the present time. We read the letter as we stood there and we thought it exceedingly good argument for the man who wants to know the why and the wherefore of things in advance of making a purchase. And in order that no one who stopped might escape reading this important communication the following sentence printed in large one-inch lower-case black letters appeared immediately to the right of the letter and below:

> " 'Replying to your question,
> the letter to the left speaks for
> itself.'

"In the back of the window there were cases of paints. The strength of the advertisement, at least so it appeared to us, lay in the story told by the letter."

The window dresser who directs his efforts from the standpoint of both attractiveness and educative force, will find that the results amply repay him.

Practical Demonstrations of Gas Stoves Advisable

Customers Should be Thoroughly Initiated Into the Methods of Handling Ranges—Advertising Help Along Sales Appreciably—An Educative Window Display.

In selling a gas stove, it is well for the salesman to have a thorough knowledge of the subject. It is more necessary, in fact, to understand all about gas stoves than it is about any other kind. Most people know pretty well how to handle a coal range, and if a salesman can demonstrate how to check the fire and manipulate the dampers, his stock of information may not be called upon any further. But with a gas stove it is different. To many people it is an absolutely new thing. They know nothing about handling it, and with their ignorance is combined a certain degree of fear. They have, perhaps, read of explosions and are, therefore, anxious to know everything there is to know about the stove before they will undertake to manipulate it.

The salesman will more than double his chance of making the sale and will, at the same time, save much future trouble if he demonstrates the working of the stove most fully. When the customer has decided to make the purchase a further lesson should be given, and under no circumstances should the customer be allowed to depart until the salesman is quite convinced that he or she is thoroughly informed. Many people will follow a demonstration with every evidence of concentrated interest and will bob their heads knowingly at each step as though they were absorbing everything; and when they get home they discover that they have forgotten some very important detail or that only a hazy recollection of the whole thing remains. To escape future trouble with cocksure customers of this sort, it is well to have them operate the stove themselves in accordance with instructions given.

Have Stove Connected.

In order to do this, it is necessary to have one connected up. It is then possible to light up each jet in turn, and, after giving full instructions, have the customer do the same. A practical demonstration of this sort is worth any amount of verbal instruction, and the chances are that the customer will be able to handle the stove thereafter without any difficulty.

"I have been bothered a great deal recently," declared a stove dealer, "by owners of gas stoves calling up and asking me to send someone up to see what is wrong. The most trivial thing will cause them to send in a demand for a man to fix the stove. They do not seem to know the first thing about it. It costs me quite a pile in wages to help customers in this way."

It is highly probable that trouble of that kind would be avoided in practically all cases if sufficient care were taken in the first place to thoroughly explain the working of the stove.

Advertise Your Stock.

It is advisable at this season of the year to advertise your stock of gas stoves. While most people realize now the usefulness of the gas stove, there are still many who regard it with the indifference or suspicion which so often attaches to an article which is comparatively new. Large numbers are still going along in the old way, cooking right through the summer months with a coal or wood range. Effective advertising will do much to bring to these people a sense of what they are missing.

In favor of the gas stove, there is a wealth of argument which can be adduced. From the economical standpoint it is a paying investment and on top of that is the saving in time and labor, the added comfort and the improved facilities provided for getting up a quick meal. If the true value of the gas range for use in summertime were realized by every housewife, not a home would be found lacking one. It is, therefore, the duty of the retail dealer to spread abroad the story, to impress on the minds of everyone in his district the manifold advantages of the gas stove. He should strive to place one in every home which lacks it now. And this can be done only by advertising.

A good educative display was shown in a window of the store of Westwood Bros., Queen Street West, Toronto, this week. The window was bordered with a series of placards stuck to the inside of the plate glass, each one of which contained a reason why gas ranges were necessary and why the particular range handled by the firm was the very best on the market. Taken altogether, these placards presented a very complete case in favor of the range. A high-grade gas stove was shown in the window and bands of tissue paper were attached to each placard and drawn back to the stove.

It was an argumentative window, if such a term be permissable, and undoubtedly attracted more attention than the usual hackneyed style of stove display could ever do.

GO AFTER FURNACE JOBS EARLY.

There are a good many reasons why dealers should clinch their furnace jobs as early as possible. The most obvious one, of course, is to get the business in shape as soon as is convenient so that the contracts may be executed in due course, without the uncertainty and disappointment which usually accompany the rush season.

Other reasons, however, are of even more pressing importance, and they will readily be understood by anyone who has ever installed a warm air furnace in a house which was not carefully planned to receive it.

Making the Installation Easier.

Almost every furnace man in Canada, will agree that the architects with whom he has had experience, have been very remiss in providing for furnace installations in residences or public buildings which they have planned. They may be very careful in arranging for the requirements of every other trade, but, when it comes to the heating, the poor furnace man need expect little or no help.

On nearly every job, it takes a great deal of thought, to decide how and where pipes should be run, in order to heat a building properly. Even so simple a matter as the location of the furnace, itself, will reward any attention which may be paid it, for this is a problem, the solution of which may mean considerable economy of fuel, and better results in heating.

Commence With the Architect.

It therefore looks as if a good time to land a furnace job is before the architect has drawn the final plans. This will enable the furnace man to give the architect the benefit of his advice, so that, when the job is being done, everything will work smoothly and the result will be more profit to the furnace man and more satisfaction to the owner. Every jog in the warm air shafts which can be obviated, will contribute to this end.

If impossible to land the order before the plans have been drawn, every effort should be made to close before the carpenters get busy on the building. By laying out the system beforehand, and deciding where the pipes should be installed, a lot of trouble will be saved. How often does it happen that the very place which would furnish an ideal location for a warm air pipe is made impossible by the presence of an upright, or a doorway. This is a case where getting the job early, and advising the carpenter, will save time and trouble, and consequently tend to increase profits.

This is going to be a season of heavy building operations. From one end of Canada to the other, foundations are laid for a record-breaking number of buildings, and there will be lots of furnace business for the dealers who can handle it. Get after it early, so that you will know where you stand, and will be able to co-operate with architect or builder to make better jobs, surer profits, and good reputations.

TO BUILD NEW FACTORY.

The P. L. Robertson Mfg. Co., Milton, Ontario, manufacturers of the Robertson patent socket head wood screws, are intending to erect a large building this year. The new plant will enable the company to produce 10,000 gross of wood screws per day. It is understood that a wire-drawing plant for drawing screw, rivet and nail wire will be added. A producer gas plant has been installed.

Our Page for Hardware Clerks

POSSIBILITIES IN SMALL ARTICLES.

Salesmen are often so deeply engaged in striving after big orders, that they neglect countless opportunities for making small sales which, in the aggregate, would mean a nice tidy sum in a year.

This statement applies to retail clerks just as much as it does to the traveling salesmen of manufacturers or wholesalers. The hardware clerk who is keen for sales of from five dollars up, may be overlooking a good many selling possibilities in smaller goods which, although entailing but a small amount of money, are correspondingly easy to sell.

Consider the Penknife.

As an instance of this point, just think of some staple article which every man should have. For example take a pen knife. There is hardly a man or boy of your acquaintance who does not require a pen knife several times a day. And yet, if you should stand them all in front of you, and ask them to show their pen knives, how many of them would there be who could produce an article for which they would not feel obliged to make excuses?

The writer of this article has a pen knife which he uses very often, to sharpen pencils. It has two blades, and was a good knife at an earlier date in its history, but time has not dealt kindly with it. The large blade is now so hacked as to be useless, and beyond hope of any further service, while the small one is dull as a hoe. Sometimes a friend with a broken lead pencil will ask: "Have you such a thing as a knife?" Then the writer turns red in the face, fumbles in his pocket, and produces his veteran with the remark: "This is a thing which somewhat resembles a knife, only that it won't cut. Still, if you use the small blade up near the point, you may be able to sharpen that pencil."

Not being a monstrosity, the writer imagines that there are probably a good many others in the same boat. In fact he knows it, because he borrows a knife once in awhile, himself.

If Everyone Would Buy.

Why is it that so many people carry such disreputable pocket knives? Simply because nobody has ever tried to sell them a decent one.

Now, here's the point. If everyone in your town, or even every regular customer of yours, who has a poor knife, could be induced to buy one that he would not be ashamed of, how long would your stock of pen knives last? Why there would be a good cutlery order in the mail before many days had passed, and the goods would be wanted by return express.

The moral of this little article has not been very successfully hidden. It lies plainly on the surface and it is just this: Suppose you try how many pen knives you can sell next week!

WINNING PROMOTION THROUGH STUDY.

A promising young hardwareman who has won his way from junior to head clerk, and finally to manager, is H. Filsinger, of Teeswater, Ont.

Mr. Filsinger was, for several years, a clerk in the hardware department of Mann & Ewing, Teeswater, and showed such marked ability, that he was promoted to be head clerk of that department. A couple of years ago, the hardware end of Mann & Ewing's business was purchased by R. A. Little, who was so well pleased with the success achieved by Mr. Filsinger in his old position, that he promptly offered him the position of manager in his store.

In conversation with a Hardware and Metal representative a few days ago, Mr. Filsinger stated that he ascribed much of his success to a regular and careful study of Hardware and Metal. This, he considers, the only way to keep in touch with up-to-date methods of hardware retailing.

"Anyone in the hardware business who depends on his own resources alone, will soon be a back number," is the way Mr. Filsinger puts it.

There is no doubt that a hardware clerk who is addicted to studying his business, to learning what other hardwaremen are doing to improve their conditions, will imbibe ideas which will send him on toward head clerkships and managerships, and ensure his success when he establishes himself in a business of his own.

HOW CLERK WON PROMOTION.

About a year ago a clerk from a small town hardware store secured a position in the retail department of one of the largest hardware establishments in the country. In his former position he had been the head, and only clerk. Consequently, the task of looking after the stock had developed largely upon him. He had generally made up the order lists and had been responsible for keeping the stock up. During the first two days of his experience in the larger store he noticed that a number of lines were getting low. On the second day, he went to the manager. "I've just sold an electric sad iron," he said, "and I noticed we have only two or three more in stock." The manager thanked him, and promptly put through an order for a fresh supply. The same thing occurred regularly after that. Whenever the new clerk noticed that a certain line of goods was getting low, he reported to the manager at once. The latter found this method of doing things a refreshing change. As a general rule, his clerks had waited until they found some line absolutely exhausted before they reported to headquarters. He knew of numerous instances where clerks had sold the last article in stock and had waited until a customer came in for that very article before notifying him of the shortage. In such cases they appeared indignant at having lost a sale and inclined to blame the office for laxness.

To make a long story short, when the position of retail salesmanager became vacant, the young clerk was given the position in preference to the older and more experienced men on the staff. He has since "made good" in real earnest and has established a deserved reputation for the way in which he keeps the stock sorted up.

How many clerks make it a point to report shortages in stock, without any delay? A great many, we fear, are inclined to let things drift until, perhaps, they lose a sale. When a clerk shows sufficient interest in the welfare of the store to endeavor to keep all lines well stocked up, he is bound to attract the notice of the proprietor, and may fairly be said to be on the high road to promotion. Is it not worth trying?

WHAT HARDWARE CLERKS ARE DOING.

T. Kinley, of Toronto, has joined the office staff of Cochrane Hardware, at Sudbury.

Harris May, of Creemore, Ont., has gone West and taken a position with the Brandon Hardware Co., of Brandon, Man.

Clayton Groff, formerly of the Storey Hardware Co., Indian Head, Alta., but now of Regina, revisited the former town last week, renewing acquaintances.

G. F. Pearson, of the Geo. Taylor Hardware Co., New Liskeard, Ont., was married in Toronto last week, and is receiving many good wishes for his happiness.

Malcolm Hewer, who has been connected with Nixon & Hewer's hardware store at Nanton, Alta., for several months, has now accepted a position at Trochu, Alta.

P. F. McClure, of Virden, Man., who has been with the Manitoba Hardware Furniture and Lumber Co., has been appointed manager of the Company's branch at Hamiota.

A. MacDonald, of Sydney, N.S., has accepted a position in the Glen Ewen, Sask., branch of the Oxbow Mercantile Co. His brother, A. J. MacDonald, is manager of the store.

The Clerks' and Salesmen's Association, Guelph, have organized for the year with the following officers:—Hon. Pres., J. W. McKenzie; president, H. Farrow; vice-pres., E. G. Hicks; Sec.-Treas., Geo. Freeland; executive committee, R. S. Robinson, A. T. Black, L. Taylor, G. H. Howard, W. Doherty, C. S. McQueen, C. Deverel.

HARDWARE TRADE GOSSIP

Ontario.

General regret will be felt at the sad death of Mrs. Fielding, wife of E. Fielding, commission agent, Toronto.

The Aikenhead Cup, with a photo of the Aikenhead team, champions of the Toronto Mercantile Hockey League, is on exhibition in Ryre Bros.' window.

A "nautical" window display is shown this week in the retail store of Rice Lewis & Co. Large coils of rope, life preservers, steering gear, compasses, etc., are shown.

It is stated to be uncertain whether the National Hardware Company will remain in Orillia or remove to Peterboro. They are now running at full capacity, and efforts will be made to keep them in Orillia.

James Kerr has accepted a position with the Cochrane Hardware Co., at Little Current. Fred. Warren, who was formerly in the store of O. N. Fenn, at Parry Sound, but who left some time ago to accept a position with the Cochrane Co., has moved to Port Arthur.

Harold Young, of Young Bros., hardware dealers, Hanover, was filling a gasoline tank in the rear of the store while parties nearby were busy pulling down an old wall. It so happened that the wall fell at the same time that Young pulled the plug out of the can. Thinking that the gasoline had exploded, he experienced quite a scare and incidentally spilled the gasoline.

The hardware store of M. Weichel & Son, Elmira, was recently the scene of a daring attempt at robbery. Entrance was gained through the cellar window, but, while endeavoring to open one of the doors in the cellar, the burglar became alarmed, and fled. He was detected by the night watchman, who gave chase, but without overtaking the fugitive.

Quebec.

Aime Lemieux, Henryville, Que., was calling upon the Montreal wholesale trade recently.

E. Labrosse, of Vankleek Hill, was in Montreal recently in the interests of his business.

James Reid Wilson, of the Thos. Robertson Co., Ltd., returned from a European trip this week.

Mr. C. R. Bloxam, representative of Hobbies, Limited, Dereham, England, is in Canada, on his annual trip. He paid a visit to Hardware and Metal's Montreal Office this week.

A presentation took place on Monday in the office of the Mechanics' Supply Co., Quebec, when an automobile was presented to Guy Simpson on behalf of the company in recognition of his valuable services of over twenty years. Walter Wilkinson, in the name of the company, read a eulogistic address, and W. H. Wiggs also testified. Mr. Simpson made a suitable reply.

Western Provinces.

Wm. Atkins, tinsmith, has started business at Carberry, Man.

A hardware store is to be opened in the Adams Block, North Lethbridge.

Caffery & Chaplin have started in the hardware business at Elstow, Sask.

The Taber Hardware Co., of Taber, Alta., have been incorporated.

E. H. Insull, Craik, Sask., has been succeeded by R. J. McNaughton.

Benwell Bros. have opened a hardware store at North Vancouver.

The Western Hardware Co., have opened a retail business at Edmonton.

The Pratt Hardware Co., have commenced business at Indian Head, Sask.

McDonald & Fleming are discontinuing their hardware store at Winnipeg.

S. Mitchell, hardware dealer, Grand View, Man., has sold to G. L. Challoner.

R. B. Sharpe, hardware dealer, Viking, Alta., is opening a branch at Kinsella.

S. B. Mitchell, Grand View, Man., hardware dealer and grocer, has sold out.

A. F. Johnson has taken over the hardware business of S. M. McKinley, Ninga, Man.

SUBSCRIPTION FRAUD BEING PRACTISED.

A man who signs himself as W. Keppel White is taking collections, renewal and new subscriptions for the MacLean publications in the Maritime Provinces, without authority.

The assistance of any subscriber in locating this man will be appreciated.

We would ask our readers never to pay their subscriptions to any person not showing the regular MacLean's receipt form. The ordinary general receipt form is never used by any of MacLean's authorized representatives.

The Innisfail Hardware and Saddlery Co., have commenced business at Innisfail, Alta.

J. H. Ashdown, Winnipeg, has returned from a trip to California. Harry Ashdown is back from Europe.

The Warnken Hardware Co., of Winnipeg, are changing the name of the firm to Quinn, Cobban Hardware Co.

David Whiting has opened a new hardware store at Lang, Sask., where he will keep a full line of shelf and heavy hardware.

Rodgers Bros. have taken possession of the hardware business at Strassburg, Sask., which they recently purchased from Geo. H. McDonald.

S. Schwanz, Rocanville, Sask., now has three first-class tinsmiths engaged in his tinshop, having just added to his staff, Fred. Wright, of Boissevain, Man.

A permit has been taken out at Saskatoon by the Ashdown Hardware Co., for a six-storey warehouse to cost $150,000. It will be used for the distribution of goods throughout that district.

F. H. Tallman has sold his hardware business at Red Deer, Alta., to Victor Day, who was lately in the cartage business. Mr. Tallman, who has not been enjoying good health for some time past, will continue with the new proprietor for a year at least.

Neil McDonald, of the Carman Hardware Co., Carman, Man., is enjoying a trip to Ontario points. Before he returns to the West, he will take part in a very interesting event at Glencoe, and his bride will accompany him on the homeward journey.

Maritime Provinces.

Wm. Dunsmore & Son, Oxford, N.S., have moved into their fine new store on Water St.

Robert Creighton, of St. John, N.B., has been transferred to Winnipeg as manager of the Canadian Oil Co.

A. J. Grant, of A. J. Grant & Co., wholesale hardware merchants, Halifax, who has for the past thirty-nine years covered as far as Cape Breton, has decided to retire from the road and devote his time to the business at Halifax. His son, J. R. Grant, will take up the traveling.

INSURANCE WAS PAID.

Toronto.—A judgment of considerable interest was reversed in the Court of Appeal on Tuesday, in the case of Wade vs. the Rochester German Fire Insurance Co.

The facts of the case were as follows: The firm of Brooks-Sanford Hardware, Limited, was insured against fire in the Rochester German Company. It made an assignment to Osler Wade in favor of its creditors. Shortly after the assignment the property was destroyed by fire. The insurance company declined to pay the loss, on the ground that by the assignment and transfer of the hardware company's property to Mr. Wade, they had been relieved from liability. Mr. Wade took the matter to the courts and was awarded judgment amounting to $2,402.09.

The insurance company appealed the judgment, but the appeal was dismissed with costs.

DEALER MANUFACTURES TINWARE AND HARNESS.

Zurich, Ont.—This village, situate in Huron County several miles from a railway station, possesses some retail stores which are a surprise to a stranger.

C. Hartlieb, hardware merchant, has a fine two-storey building and occupies 11,880 square feet of floor space. In addition to a complete hardware line, he does a considerable manufacturing business in tinware and harness. He also carries a stock of trunks, valises, furniture, and boots and shoes, and employs about a dozen people.

J. Preeter, general merchant of the same place, also has a fine hardware department, which rivals in size and methods of display, the stores in large trade centres.

News and Methods of Canadian Hardwaremen

Cash System Adopted in Woodstock—Hamilton Firm Hold Record Screen Sale—St. John Hardware Trade Prospering.

DOING CASH BUSINESS.

Woodstock.—Fred W. Karn, West end hardwareman, had a big spring opening advertisement in the newspapers on Saturday, April 29. He used full page space and advertised a wide variety of goods with a large number of illustrations. Mr. Karn does a straight cash business, as he states in his opening remarks in the ad:

"As we come before you for another spring's business, we must thank one and all of our many customers for their generous patronage for the last year. The past year has been a most exceptional one in the history of this store, it being one of the biggest year's business this store has ever experienced, but we do not claim all the credit to ourselves, for without our many friends, our business would be small. Still we claim that prices and fair treatment must count for something—that has been our aim from the start, and this year will be no exception to the rule. Every dollar you spend here you are sure to receive a dollar's worth, which amply accounts for our large trade. We are determined to keep down the price and keep up the quality of everything we handle. It is only by long experience, close attention to business, buying in bold quantities for spot cash and selling for spot cash that enables us to do so."

INCREASE IN BUSINESS.

Brantford.—All hardware dealers in this district report that business has been exceptionally good. Extensive building operations are being carried on in the city and, as a result, the call for builders' hardware. One dealer states that his business during January and February — usually the dullest months of the year—his business improved by $600 or $700 over the record for the same period in 1910.

Geo. Elliott is planning to enlarge his space by taking in more room on the first floor for storing goods.

Watt & Squire are now fairly well settled in their new store in the Temple building, Dalhousie street. The ground floor is now practically completed and the goods in shape but the basement is not yet used as a showroom. A showroom is also to be opened on the first floor.

D. Sinclair, Paris, is using both windows this week for paint displays. Splendid sales have resulted.

ST. JOHN HARDWARE FIRMS PROSPERING.

St. John, N.B.—No better evidence is needed to indicate the prosperity of hardware firms in St. John than the constant enlarging of their premises. W. H. Thorne & Co., and Emerson & Fisher, have both made extensive alterations and improvements in their stores lately and now the firm of T. McAvity & Sons have found it necessary to add another story to their combined buildings in King street in order to keep pace with the demands made upon them. Work was commenced last week putting an additional story on the buildings with the object of providing a large workroom, 60 by 100 feet. The new room will be used for the purpose of assembling parts of various fixtures, tanks, etc., where they will be set up and completed. The contract for the mason work has been awarded to A. R. C. Clark and the carpenter work to Edward Bates. It is not improbable that in the near future Messrs. McAvity will acquire additional property adjoining as even with the addition now under construction, which will give them six stories, they will be cramped for room.

A RECORD SCREEN SALE.

Mention was made in last week's issue of a recent advertisement of Stanley Mills & Co., Hamilton, relating to spring goods with screen doors, as a "head-liner." It has been learned that this ad. brought direct and very liberal results.

The ad. appeared in the Saturday editions of the local newspapers. After the store closed that evening—early closing rule applies to Saturdays as well as other days in the Stanley Mills establishment—the clerks were summoned to the board room, where Mr. Flinteroft gave them a little talk about the ad. He first read the ad. and explained it thoroughly. He then proceeded to give them some ideas as to how they could follow it up during the ensuing week. His explanation covered many of the wiles peculiar to the retail salesman and fairly bristled with good suggestions. Each member of the staff left for home determined to break the record for screen door sales.

They certainly succeeded in doing so. Up to the time that the ad. appeared, the number of screen doors sold had been very small. On Monday alone, no fewer than 200 doors were sold. Succeeding days brought large sales to swell the total. A great many sales were made as the direct result of the ad.; people came in and asked for screen doors. But a great many were made, as well, by the adroit way in which the clerks followed instructions and pushed that particular article to the front.

This incindent is a striking illustration of the direct results which can be obtained from effective advertising. The ad. in question was strikingly written, well timed and aggressively followed up. It brought to people's minds the near approach of summer and the necessity for screens. Readers were shown the good value to be obtained by buying at once. The doubting Thomas, who scoffs at the possibility of securing direct results from advertising, would have been stripped of his skepticism had he seen the people pouring into the store of Stanley Mills & Co. to buy screen doors.

But there is a second moral to be found in this incident. It pays to take the clerk into your confidence and give him the benefit of your experience. Doubtless the ad. in question would have created a demand for screen doors unassisted, but it required the active "follow-up" methods of the staff to bring the sales up to such record-breaking proportions.

GOOD DISPLAY OF BUILDERS' HARDWARE.

St. Catharines.—One of the best hardware window displays in the district, just now, is the exhibit of builders' hardware, in one of A. W. Moore's windows. The goods are tastefully arranged and, although the display includes a very extensive range of builders' hardware of every description, the window does not appear to be at all crowded. It should bring good results.

LIBRARY CONTEST CREATES STIR IN KINGSTON.

Quite a stir has been caused here as a result of the voting contest which has been conducted by some Toronto gentlemen, for a library, it being held that the contest is an illegal one, and members of the Retail Merchants' Association have threatened to take the case to court if it is not stopped.

The contest is operated in this way. For every purchase, amounting to 10 cents, one vote is given, and the highest number of votes secures the prize. At present, the Kingston firemen are on a fair road to win the prize. A number of organizations are in the running.

Only one merchant in each line of business handles the votes, those in charge only making arrangements to have one merchant in each line of business represented. It is claimed that an amendment carried in the House of Commons in 1905 makes it a criminal offence to carry on such a contest. The amendment had reference to trading stamps, and it is claimed that this contest comes under the same heading. The Retail Merchants' Association had an advertisement in the local papers calling attention to the fact that it was against the law to carry on such a contest, but it is still being carried on. Just what the outcome will be, it is diffiult to say.

Kingston has one merchant who gives trading stamps, and it is stated that he has secured a lawyer, and is ready to fight his case, should any action be taken, in an attempt to stop him giving the discount stamps.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 58

Toronto.

Tin.—Now quoted 44 to 45 cents.
Copper.—Declined to 13 cents.

MONTREAL.

Montreal, May 6.—The metal markets have not changed materially since last week. Domestic lead is quoted at a reduction of ten cents, owing to the opening of navigation and the consequent decrease in freight rates where water and rails enter into competition. The opening of navigation has, therefore, already shown its influence, but shipping has not yet begun to reach its usual activity. There is nothing of a special nature to report regarding the other metals. Galvanized iron has been among the shipments recently received from Europe at this port.

Pig Iron—During the past week shipments of iron totaling about 5,000 tons were reported at the local docks or coming up the river. This is practically all for distribution in the Montreal district. Prices in the English and Scottish markets remain unchanged and the markets are reported quiet. The United States markets are weak and it is reported that some of the furnaces, especially in the Buffalo district, have been making price concessions. This competition is, of course, hitting Canadian blast furnaces and is also an obstacle to English and Scottish iron reaching the western markets. The general Canadian demand for steel and iron products is reported highly satisfactory. The construction work of all kinds throughout the country and the fact that manufacturing concerns are generally working to their limit are evident reasons for the demand that is now being felt. The output of iron in the United States during April was heavy, thanks to ideal weather. Now, the blast furnaces are producing at the rate of 65 per cent. of their full capacity. Prices on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Tin—There is not a great deal of interest displayed in tin recently. From the United States centres conditions have been reported dull, and consumer demand listless. It is generally admitted that the future of the market seems to be in the hands of the party abroad that controls tin.

Copper—This market is practically the same as a week ago, especially from a local standpoint. There is a fair demand, as at this season business begins to take on a new lease of life. Across the border the market is quiet, with prices quite steady.

Other Metals—Domestic or Trail lead is down in price, with water freight rates now in operation. The market is reported steady, but the element of weakness that has existed for some time has not entirely disappeared. Spelter is quiet, with trading of the piecemeal variety. Antimony is rather irregular and inclined to dullness at its former quotation.

Scrap Materials—There is a fair enquiry for scrap materials, with present offerings coming forward more freely. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, May 5th, 1911.—The quietness which has characterized the metal markets in general, for some weeks past, is still apparent, and buying continues in relatively small volume. Construction is going on without abatement in every part of the country, and especially in the larger trade centres, but, although the consumption of metal consequent upon building operations is very large, this fact does not seem to lend a great deal of encouragement to buyers, who are specifying for immediate needs only.

Pig iron is in somewhat better demand this week, but the prevailing caution is shown in the small specifications which are being inquired for, or ordered forward. The largest inquiry reported locally is for one thousand tons, and, in the inactive state of the market, there is some strong bidding for this order.

Prices have declined, on both tin and copper, but otherwise the market shows no change. As a matter of fact, prices on metals are all considered very low, and allow but little margin of profit. As soon as the demand awakens, there is bound to be a series of advances.

Tin.—The world's visible supply is very small but the world's largest consumer, the United States, presents a discouragingly small demand, so that this week's prices are a little lower than quoted in our last issue. Holders in the Old Country would be in a good position to force quotations upward should American conditions improve, but in the meantime Toronto jobbers are selling at from 44 to 45 cents, depending on the quantity required.

Antimony.—The market is absolutely dead, with price unchanged.

Copper.—The situation shows signs of weakening, in spite of a normal demand. The price now being quoted is 13 cents, which is a decline of ¼ cent over last week's figures.

Aluminum.—A fair quantity of this metal is moving, and the price remains stationary at 20 cents per pound.

Plates and Sheets.—The leading consumers display caution in placing their specifications. Orders for future requirements are few and far between. Quotations are unchanged.

Pig Iron.—An inquiry for a thousand tons looms large among the many small specifications on which prices are asked. Foundrymen are simply buying from hand to mouth, and, while a fair volume of business is passing, jobbers are selling on such a small margin of profit, that business must be considered as in an unsatisfactory condition. Prices are the lowest practicable level on the basis of present producing costs. Quotations remain as follows: Canadian Foundry No. 1 is $19.50 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20.00 and $22.00 respectively.

Lead.—Stocks in local hands are light, and a fair demand is in evidence. There is no change in price here.

Spelter.—A rather better demand is reported this week, and prices are quoted the same as in our last issue.

Old Materials.—Business is without feature and prices are unchanged, as follows: Heavy copper and wire, 10½ to 11c.; heavy red brass, 7½; heavy lead, $2.90; light copper and bottoms, 9¾c.; tea lead, $2.40; machinery cast iron, No. 1, $14.00; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

U. S. STEEL MILLS HUNGRY FOR BUSINESS.

Cleveland, O., May 4.—The Iron Trade Review to-day says: There was a noticeable falling off in new business and specifications against contracts in practically all branches of the iron and steel trade in April, as compared with the preceding month. Steel mills are hungry for business and billets and sheet bars are being offered under the openly quoted prices. While no particularly large awards for the lighter steel products are noted, most mills report that there is a moderate run of miscellaneous business, which in the aggregate makes up fairly heavy tonnage. Consumers are buying cautiously, and are covering only for urgent needs. There has been a further slowing down in the markets on tin plate and wire products as far as new business is concerned. The sheet market continues irregular with large tonnage being offered. Demand for steel bars is light and further weakness has developed in the bar iron market.

While prices generally have been well maintained, evidence of shading has appeared during the past week in markets which heretofore have been free from cutting.

Messrs S. B. McClung & Company, the hardware merchants of Trenton, Ont., have issued a very neat and effective booklet for distribution amongst their customers. It is compiled by Miss McClung, and the pamphlet has a smart and creditable appearance.

HARDWARE MARKETS

MONTREAL.

Montreal, May 5.—There has been a noticeable decline in the orders for spring lines this week. The hardware trade follows the barometer so faithfully that it is barometrical in itself. A sudden break in the fine weather that reached its zenith last week put a damper on the demand for spring lines, and although it will only be temporary still it is not an agreeabe feature to the trade, retail and whosesale, who are depending upon the season for the sale of seasonable goods. Household utensils and the various departments of the building trade are contributing a large share of business and wholesalers are welcoming the first orders for silverware, ostensibly to be sold as votive offerings to Hymen during the month of June.

Contractors' and Builders' Supplies.—In this department there is a brisk business reported since the warm weather has been felt. Escutcheons, locks, lock sets, construction supplies, heavy and light, bricklayers' and carpenters' requirements, in all these lines the demand is good. Enquiries are not confined to any particular section, but seem to be coming from all parts. Here and there there is a word heard as to a condition tending to quietness, but it is not expected that this will long continue.

For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5,75 and upwards. Trade in these lines at present is promising.

Spring Lines.—Business has received a temporary setback this week by unseasonable weather. Whereas up to the present spring goods have always been included in the general orders, they were noticeable by their absence this week. There was, of course, a little trade, but it was much below that which was experienced last week.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.: reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Household Utensils.—Orders for household utensils have been coming in quite satisfactorily. This department has not failed the trade. New kitchen goods must be in demand, judging by the orders for kitchen utensils. The local trade during the past week has been good in this department.

Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt., $1.50, 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50, 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Heavy Hardware.—The construction work in progress now is creating a steady demand for different lines of heavy hardware. It is helping the usual demand a great deal.

Some discounts are: on carriage bolts, ⅜ and less, 70 per cent.; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

Wire.—The demand for wire continues brisk and there is also a fair enquiry for the articles required in fence building. Some prices are: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Sporting Goods—The managers of sporting goods departments are well satisfied with the business that has passed through their hands of late. Baseball has contributed a large share and now lacrosse, tennis and angling are coming to the fore. The fishing season is practically here and already numerous windows are to be found among the retail trade. Croquet is a sport that is played principally in small towns and dealers from these centres send in many enquiries.

TORONTO.

Toronto, May 4.—The unusually cold weather at the first of the week rather placed a damper on the trade for a day or two but conditions have since righted themselves and business is now proceeding as briskly as ever. At the present time, the jobbers are getting as much business as they can conveniently handle and no complaints have been heard, even on the score of the unfavorable weather at the first of the week.

Credit men declare that collections are better now than for the same period last year and that merchants are not likely to find it necessary to renew much paper. This is indeed a satisfactory condition of affairs.

No price changes are noted this week. "Too busy handling orders to think of anything else," explain the manufacturers and jobbers.

Seasonable Lines.—The biggest demand centres around what might be termed seasonable goods. Sorting orders are being received for hose, nozzles, sprinklers, rakes, lawn mowers, shears, watering cans, spades, shovels, axes, picks, pails and all the other goods especially salable at this season of the year. Demand is commencing to show itself for goods to be used later, such as mosquito netting, children's pails and spades, ice cream freezers, etc. There is a very satisfactory demand for refrigerators. One local jobbing house reports receiving an order for ten refrigerators from a Western Ontario dealer who wrote that he had already booked orders for half a dozen.

Household Goods. — Housecleaning goods are still moving and there is considerable call for such goods as ladders, mops, pails, brushes, carpet stretchers and beaters. A feature this year has been the sale of vacuum cleaners. For all tinware goods there is a heavy demand. Frying pans, pots, kettles, cookers, etc., are all selling in large bulk. There is a distinctly improved demand for specialties and new goods, such as electric sad irons and toasters.

Builders' Hardware.—In city, town and country, the building boom has begun. Outside work is now well under way and in consequence there is a steadily increasing call for builders' hardware. Manufacturers and jobbers are thoroughly satisfied and not a little surprised at the splendid bulk of business done so far. Previous records have been quite put in the shade, in the opinion of the wholesale men. There is a correspondingly good demand for contractors' tools and general mechanics' supplies.

Heavy Hardware.—There is a good steady demand in practically all lines of heavy goods. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—The trade in gas stoves continues steady and evidence is piling up that the field for this class of stove is ever widening. A feature of the demand has been the large number of combination gas and coal ranges sold. There has been some call for coal ranges.

Sporting Goods.—The sporting goods trade is now at its highest point. Rifles and ammunition, as well as trap-shooters' supplies, are moving briskly. The bulk of the demand is for baseball and lacrosse supplies, the two most popular sports. Large orders are received, however, for anglers' supplies, tennis and golf goods and acquatic sporting goods.

CROQUET SETS SHOULD HAVE WIDE SALE.

Said the manager of a wholesale sporting goods department of a Montreal firm, "I have only recently discovered that the retail hardware men in towns, villages and the smaller cities where the average householder has something of a lawn to his credit, are overlooking an old game that is popular with the average family—croquet. It is easy to learn, and every person in the house from the lad of eight up to the grandfather can play it. It is an ideal summer game, and the hardwareman should try to sell a croquet set to everyone with anything like a decent lawn. Playing the game will not injure the lawn, in fact, I believe it is a benefit to it, especially if it receives other attention at the same time. The reason I mention this is because I find that the bulk of the orders for croquet come from places outside the large cities, where the people are flat-dwellers and don't even own a square inch of ground, let alone a lawn. I mean, of course, the average householder. If a hardwareman has nothing else in his sporting department, he ought to have guns, fishing tackle and croquet."

NEW COMPANIES INCORPORATED.

United Brass and Lead Co.; capital, $500,000; head office: Toronto.

Imperial Foundry Co.; capital, $40,000; head office: Milton, Ont.

The Western Hardware Market Situation

Enormous Demand for Builders' Hardware—Shortage in Important Lines May Result—Temporary Curtailment in General Hardware Due to Cold Spell—Some Price Changes Noted.

Winnipeg, May 4.—The leading feature of the trade this week is the enormous demand for builders' hardware. Stocks are being rapidly depleted and before the summer is far spent there may be a dearth in many important lines. The demand, however, is not limited to these lines, as the general trade was never more brisk than at present. A brief spell of cold weather last week curtailed retailing slightly, but it was only temporary and the activity is on again. The general farm work which began during the past three weeks everywhere in the west has stimulated buying in a wide range of farmer's supplies.

We quote changes in iron and galvanized pipe and wire, these are occasioned by rail and water transportation rates.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.75; Queens Head, 20, $3.85; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.60; ½ in., $4.15; ¾ in., $5.30; 1 in., $7.60; 1¼ in., $10.40; 1½ in., $12.45; 2 in., $16.60.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—¼ in., $2.36; ⅜ in., $2.68; ½ in., $3.25; ¾ in., $4.10; 1 in., $5.88; 1¼ in., $8.05; 1½ in., $9.60; 2 in., $12.80; 2½ in., $20.50; 3 in., $26.95; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.55.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8½c; pure manila, 10¾c; British manila, 8½c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Paints and oils and all kindred lines are moving very freely, and prices are the same as quoted last week, throughout.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rose, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

COPPER AND BRASS GOODS.

James A. Henderson, Board of Trade Building, Montreal, is sending to the trade a twenty-page catalogue, illustrating, in colors, a fine line of copper and brass goods, for which he is Canadian agent. The goods shown include copper jardinieres, Waterloo scoops, screens, antique curb suites, cake stands, umbrella stands and other similar articles.

PUMPS AND HAY TOOLS.

A four hundred page catalogue of pumps and hay tools, manufactured by F. E. Myers & Bro., Ashland, Ohio, is just off the press. It is a very complete book and contains much interesting data for dealers who are interested in these

Hardware Letter Box

Prepared Plaster.

Franks & Watson, Woodbridge, Ont.—"Can you advise us through Hardware and Metal, where we can purchase prepared plaster?"

Manitoba Gypsum Co., Winnipeg, Man.—Editor.

Cream Separators.

McKillop & Ferguson, West Lorne, Ont.—"Kindly inform us through Hardware and Metal, where we can get repairs for the U. S. Cream Separator."

Vermont Farm Machinery Co., Bellow's Falls, Vt.—Editor.

Bicycle Pumps.

Edwin Chown & Son, Kingston.—"Can you give us the address of any manufacturers of bicycle pumps?"

Bridgeport Brass Co., Bridgeport, Conn.—Editor.

On Thursday night before the Business Science Club, at a meeting held in the Confederation Building, Toronto, a demonstration of paint selling methods was put on. Frank Brown acted as salesman and Geo. Pearsall, hardwareman, and A. W. Poole, Toronto, manager of Brandram-Henderson, acted as buyers. The second demonstration was of the sale of electrical fixtures.

How a St. John Dealer Pushes Paints

Full-page Newspaper Advertisement Reproduced as Circular—Booklet of Color Combinations and Color Card Included in Plan—Prospective Paint Consumers to be Won by Combination of Newspaper Ads. and Circulars.

Mention has previously been made in these columns, of "McAvity's Messenger," the title under which T. McAvity & Sons, of St. John, N.B., publish their newspaper advertising. About the best example of their advertising that has yet appeared was the copy which launched the firm's spring paint campaign.

The advertisement occupied a whole page in one of the St. John dailies, and, as an introduction to the detailed description of the numerous kinds of paints, varnishes, enamels and brushes, the following excellent paragraph was used:—

Arguing the Necessity of Paint.

"In the spring when the trees start to bud and Nature begins to display her most radiant colors, the necessity of paint is shown on every hand by force of contrast, and man feels he must do his part in making everything bright, clean, fresh, and in harmony with Nature, by the liberal use of paint. But there is another and far more important reason for the use of paint, particularly to those of a practical nature, and that is, the fact that paint not only beautifies but preserves and protects the surface it covers, thus prolonging its life. In fact, painting is as essential as fire insurance. A house, barn, or fence that is left to suffer the will of the elements, will rapidly decay and deprecate in value, to say nothing of the loss of appearance. Decay is slow burning—and to keep your buildings well painted, insures them against decay. Taking for granted, then, that painting is an absolute necessity, it then becomes a question of the right paint to use, and we take pride in offering to the public, paint which, if properly applied when used, is guaranteed to give satisfaction."

Appealing to Pride and Public Spirit.

This talk is calculated to appeal, first of all, to the pride and public spirit of the reader. Next, he is led to see the necessity of using paint as a means of protecting his property and prolonging its life.

The paragraph is run right across the top of the page, and the balance of the ad., down to the signature, is divided into five columns. These five columns are well filled with descriptive matter and illustrations, the type being of a very readable size.

Advertisement Used as Circular.

This page advertisement made a very attractive appearance, and the firm took advantage of this fact to have a quantity of the ads. printed as circulars, by the job department of the newspaper in which it appeared.

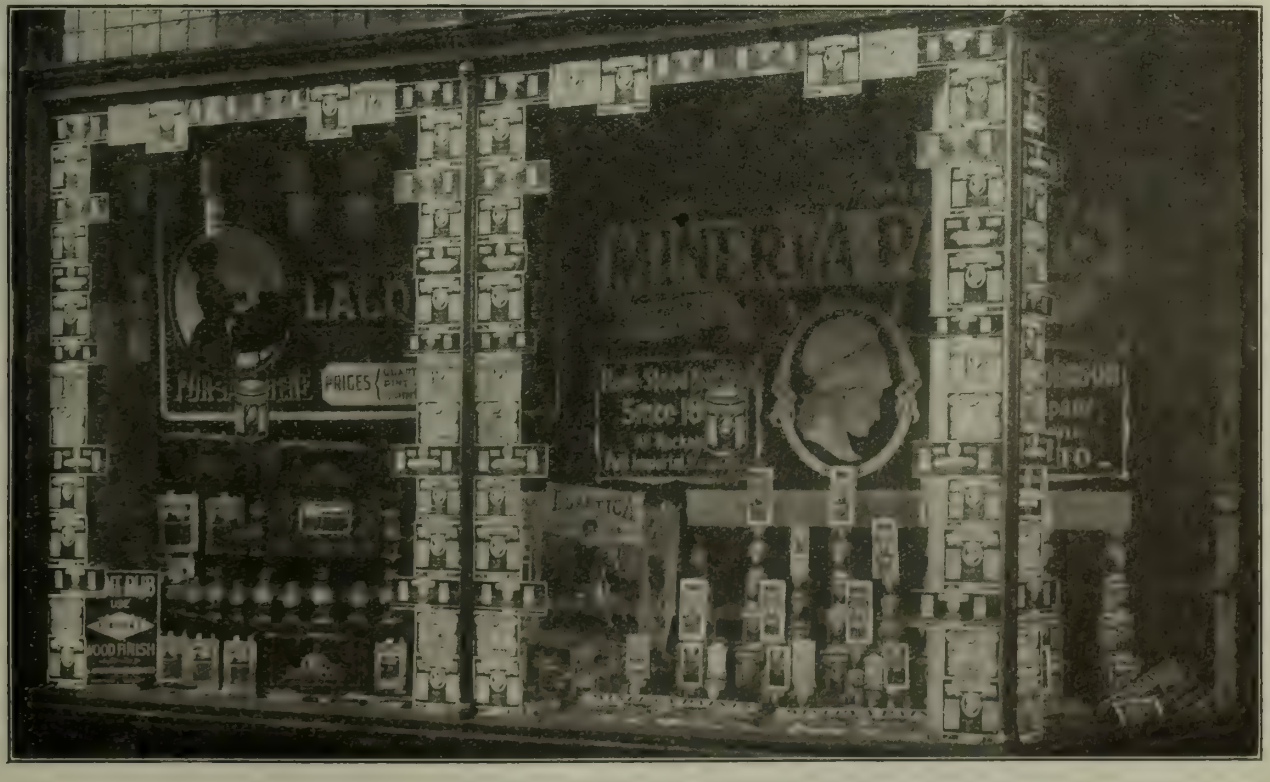
In addition to these circulars, McAvity & Sons have had prepared a supply of booklets in which a few designs of houses are shown, with color combinations selected from the firm's own brand of prepared paints. The circulars and booklets are enclosed in an envelope together with a color card, showing all the shades of these paints carried in stock, and this literature is sent to prospects for paint.

This combination of advertising matter will undoubtedly stimulate the firm's paint trade considerably. The same scheme has been tried with marked success in other lines which are handled by McAvity & Sons.

A ST. THOMAS PAINT WINDOW.

In a recent issue of Hardware and Metal, the successful Spring Opening conducted by Ingram & Davey, of St. Thomas, was described. This opening took place Saturday, April 1st, and, in addition to the demonstrations which were held inside the store, the spacious windows of the firm were given up to exhibiting some of the lines in which Ingram & Davey specialize.

A fine paint and varnish window which is reproduced on this page was a feature of the opening. Attractive colored stickers were applied around the edges of the window, forming a kind of frame for the exhibit. The background was formed by large hangers advertising Minerva Paints, and "Lacqueret," one side of the window being devoted to the prepared paints, and the other to varnishes—the products, respectively of Pinchin-Johnson & Co., and the International Varnish Co.



Paint Window Shown by Ingram & Davey, St. Thomas, Ont., During Their Spring Opening.

Aggressive Methods Adopted by Paint Retailers

Brantford Dealer Starts Paint Department and Finds That it Pays Him Well—Demonstration of Varnish Proved Successful—Tillsonburg Dealer Uses Billboards.

Some dealers who have been in the paint business for years will tell you that they have not done very well at it; that they do not pay much attention to it, in fact. It is very refreshing, by way of contrast, to meet a man who is new to the business but who is, nevertheless, "making it move" and who expresses himself enthusiastically on the score of trade possibilities. Such a one is George Elliott, of Brantford, one of the most aggressive young hardwaremen in the province. When Mr. Elliott started in business some years ago he specialized largely on stoves, but he has gradually been adding hardware lines until to-day he carries a complete stock. A paint department is his latest venture and, from the results obtained to date, it promises to be one of the most successful. The stock was put in late last fall but little was done until a couple of months ago.

Mr. Elliott began right. He gave "preferred position" to his paint stock —right up near the front of the store. He keeps it well sorted up. The stock always looks neat and fresh, with no faded labels and damaged tins showing. Furthermore, he advertises the stock and does not neglect any opportunity to talk paint to likely customers.

"I have found the results satisfactory in every way," declares Mr. Elliott., "Sales have been brisk and regular, despite the fact that I am comparatively new to this branch of the business. I do not entertain the slightest doubt but that paint can be made one of the most profitable departments of the hardware store. It is well worth featuring."

"My methods of advertising differ from the plan usually adopted," he continued. "Instead of using a small space each day, I run an ad. the full length of the paper each Friday. People have found it to their advantage to watch for my advertisement and I get splendid results. Since the spring season opened, paint has always had a prominent place and a good share of the advertising space.

"I believe in using as many cuts as I can in newspaper advertising. It is the illustrated ad. which people read every time. It costs a lot of money but it is well worth it, in my opinion."

Chas. W. Conn, Tillsonburg, is another dealer who believes in featuring his paint department. Demonstrations of a varnish specialty were held three days last week and considerable attention was attracted in that way. An expert demonstrator was on hand to show how the varnish was applied and to give an exhibition of graining work. Suitable window displays had been arranged.. Large numbers attended each day and many were supplied with small sample tins of the varnish. The sales made were large enough to cover the cost of the demonstration.

Mr. Conn has strong opposition in the paint line. In the next block of the main street of Tillsonburg is the Torrens Hardware Store and Mr. Torrens is an enthusiastic paint salesman. He adopts progressive measures to boost sales in that department and is meeting with splendid success.

In the first place, he keeps his stock prominently to the front of the store and makes a point of keeping it complete. He is never "just out" of a certain sized tin or the particular color of paint that a customer may call for. In fact, he prefers to keep a good sized stock on hand rather than run the risk of being unable to satisfy any demand.

Uses Sign Boards.

To advertise his stock, Mr. Torrens makes use of the billboards around the town and on the roads leading from surrounding points. The fact that So-and-So's paints are the best on earth is proclaimed every day from many points of vantage to the good townspeople of Tillsonburg. In addition, there is a large sign out over the entrance to the store, relating to the stock of paint carried within.

"The secret of selling paint, however," confided Mr. Torrens, to the writer, "is in continually talking your goods. I can do more good right here behind the counter than any number of billboards out there in broad daylight on the main street. I never forget to talk paint to my customers. I believe thoroughly in the line that I carry and feel that I can honestly recommend it; therefore, they see that I am thoroughly in earnest about it and begin to feel quite as much confidence. To make a success of the paint department, no dealer can afford to lose sight of it for a day. You must talk and think paint all the time."

That sums it up in a nut shell. The dealer who believes in the line that he sells can easily make others believe. Enthusiasm counts more in paint selling, perhaps, than in any other branch of the business.

Improved Methods.

It is becoming more apparent every day that hardwaremen are rapidly improving their methods of selling paint. In every city and town, at the present time, the windows of hardware stores will be found with paint displays. Go inside and in a majority of cases it will be found that the paint stock occupies a prominent place in the store, that it is neatly arranged and well kept up. In fact, you will be impressed with the fact that paint has become an important feature of the hardware store and that the members of the trade are showing due recognition of this.

HINT FOR DEALERS IN FRUIT DISTRICTS.

With the spraying season in full swing, it will be interesting for dealers to learn of a method which is being adopted successfully for the treatment of San Jose Scale.

This method, which is being sponsored by one of the fruit inspectors for Eastern Ontario, consists in using a wire brush for cleaning the scale off trees, before spraying. He claims that, if this is properly and carefully done, the spray fills the pores on the trees, and the pest will be removed, thereby insuring more perfect fruit.

By impressing this fact upon fruit growers, dealers should be able to nicely supplement their brush trade. The brush described, can readily be secured from the leading brush manufacturers.

BIG INCREASE PROMISED.

The Paint and Varnish Record has the following to say with reference to flaxseed crop prospects:

It is too early to discuss the linseed acreage question in its relation to the three prairie provinces of the Dominion. On account of the large influx of settlers it will be a difficult problem even at time of seeding to tell with any degree of accuracy what the acreage will be. The acreage in Manitoba will not be largely augmented, but indications point to an immense increase in the provinces of Alberta and Saskatchewan. New settlers going into the Western provinces of Canada are well equipped with money, in which respect they differ from the new settlers in Eastern Montana. The banking situation in Canada is different from that in the North-Western states and this is a feature that cannot be overlooked in discussing the probable acreages of any crop in the two countries.

The banks in Eastern Montana, for instance, are as new as the settlements. The banks in the Western provinces of Canada are branches of the old established institutions that have been doing business in Canada for many years. They are strongly financed, well-equipped and are able to take care of their customers without feeling seriously the demands imposed by the necessities of the thousands of new settlers taking up land in the Western provinces. A system of American country banks, individually owned, would be placed under heavy handicaps by such conditions.

That the new breaking will be greater than ever before is not denied. But this immense increase will not be in the United States. It will be in Canada.

There may be some people inclined to ask why the American and Canadian crops are now of such importance. The reason is found in the rapidity of the marketing of the Indian crop and the fact that the next available crops of importance will be the North American yield.

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M (MAPLE LEAF) L **M (MAPLE LEAF) L** **M (MAPLE LEAF) L**

Pure Paints

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

Floorglaze

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

Elastilite Varnish

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Llsts, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET





The Goods are not Sold when You send in an Order, Mr. Dealer



In other words, we, the manufacturers, do not consider our paints and varnishes sold until they are in the hands of the consumer and we are always vitally interested in pleasing the consumer—your customers. We are doing this by extensive advertising and by manufacturing a quality product—one that creates satisfaction—one that fulfills all that we claim for it.

There's a big demand for and liberal profit in

MINERVA

PAINTS AND VARNISHES

Are you getting a fair share of this growing business?

A 76-year reputation stands behind Minerva Brand—a reputation gained by manufacturing an honest, quality paint that will stand the hardest tests of time and climatic conditions. We have been supplying the constant demand from large Railroad and Steamship companies and prominent decorators all over the world.
There are reasons why consumers like these insist on Minerva Brand.
Write us for information—we have the right line for you to handle—a brand that means your reputation and profit.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. **377-387 Carlaw Ave., Toronto, Can.**

PAINT AND OIL MARKETS

MARKETS IN BRIEF.

Montreal.

Turpentine—Reduced 5c.
Linseed Oil—Down 2c.
Domestic Lead—Down 10c.

MONTREAL.

Montreal, May 5.—The general conditions in the paint and oil trade show a material improvement. The jump from winter to summer has naturally had a beneficial effect on trade generally. All branches in the varnish, color and paint departments are feeling the good effects of the changed weather conditions, and while price variations are few, with the exception of linseed oil and turpentine, there is a good deal of life being shown in the largely increased shipments during the past two weeks.

The fact cannot be discountenanced that the hardware trade has been slow to order this spring on account of the high prices, but as the demand for enamels, colors and other specialties grew the retailers have been forced to send in hurry-up orders to fill vacancies in depleted stocks.

Linseed Oil—The linseed oil quotations have dropped two cents a gallon during the past week, commensurate with the lower cables from London, but the local market has been so bare that no great attempt has been made to push the sales of this article. There is no degree of confidence that lower prices will prevail for any length of time. Prices have gone lower of late, but dealers still maintain that there is a pronounced element of strength to the market. Prices quoted are for raw per gal., $1.08, and for boiled, $1.13.

Turpentine—Large supplies of turpentine are coming forward by water, and although the demand is fairly healthy, prices are receding regularly. The local price is again lower this week. Warm weather has induced a steady flow of sap in the turpentine belt and the spring crop was not at all delayed in reaching the market. There was a noticeable rush of supplies to take advantage of the existing high prices. Turpentine is now quoted at $1.05 per gal.

Paris Green.—Prices are being well maintained. Heavy shipments have been made, and small orders are now going out in a somewhat desultory manner.

Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50 lb. and 100 lb. drums, 18¼c; 25 lb. and 100 lb. drums, 18⅜c; 1 lb. packets, 100 lbs., in case, 20¼c per lb.; 1 lb. packets, 50 lbs. in case, 20¾c per lb.; ½ lb. packets, 100 lbs. in case, 22¼c per lb.; 1 lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of lead.—Small orders are being received from the hardware trade for this article.

Prices are: In bbls., about 800 lbs., 9c; in half bbls., about 400 lbs., 9½c.; in 25 lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

White Lead.—White lead is receiving a fair amount of attention, chiefly for boat shipments, navigation now being open to all principal points.

Quotations are as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton $6 f.o.b. Montreal.

Putty—The demand for putty is of a steady nature, and is quite satisfactory.

Prices f.o.b. Montreal are: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

Prepared Paints.—Business is brisk in all prepared paints, as indicated by the new orders and repeats that are coming in. The latter are not as numerous as the manufacturers would like, but they are nevertheless fairly good.

TORONTO.

Toronto, May 4.—There has been a heavy demand for paint and oil supplies during the past week, despite the handicap of bad weather. The unexpected cold snap at the first of the week checked painting operations to a certain extent, but the slump was only temporary and now things are going more briskly than ever. It is fully expected that the present month will see very active conditions, and all local paint manufacturers and jobbers are looking forward to a record month's sale.

There have been decreases in the price of linseed oil and turpentine, but latest dvelopments are to the effect that the market in linseed oil is firming up. It is regarded as possible that turpentine will go still lower.

Linseed Oil.—Early in the week decreases in price were noted, some houses making a more marked cut than others. At time of writing quotations vary from $1.10 for raw and $1.13 for boiled to $1.12 and $1.15 respectively, although one quotation as low as $1.09 and $1.12 was heard. The prevailing price is $1.12 and $1.15, and those who ask this figure say that it is lower than the market warrants. Just what the immediate future of linseed oil will be is at present very problematical. Advices from England this morning were to the effect that oil was stronger there, being quoted at an advance of 3 cents. Little English oil is sold here, comparatively speaking, but the English market helps to set prices here, and, in view of the conditions prevailing there now, it is not deemed likely that linseed will see any further reductions in the immediate future. Unexpected developments may upset present calculations, however.

Turpentine.—Turpentine is still "going down." New supplies are now coming on the market at Savannah, and the inevitable result has been the rapid return of the price to a more normal level Prices given to-day range from $1.00 to $1.05, but the latter figure seems to be the prevailing price. It is understood that there is now a good supply at Savannah, and it is not regarded as at all probable that the price will go up again At the same time, it is not at all certain that further reductions will be seen for a time. The outlook points to a lower price, according to some authorities.

Rosin.—No decrease is noted in rosin, despite the slump in turpentine. As a usual thing, rosin kept pace with turpentine in regard to price and easier quotations are not therefore unexpected.

Putty.—The demand continues fair for this season of the year. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—There is a good firm tone to the market. White lead is reported to be selling freely and prices are remaining the same. Manufacturers are anticipating a record demand during May, as outside work is now well under way.

Varnishes and Japans.—Specialties of all kinds are now in more brisk demand than ever. The advance of the season has hurried along housecleaning work, and the dealers are selling interior varnishes in big bulk. As a result, the supply houses are being rushed with sorting-up orders.

Prepared Paints.—The trade in paints is now at high water mark. Orders are both numerous and large and it is quite apparent that the demand on the retailer has been heavy.

Petroleum.—A decrease of one-half cent is noted in coal oil and prices quoted here now are: Canadian prime white, 12c.; United States water white, 13½c.; Pratt's Astral, 15½. There is a fairly good demand for this season of the year.

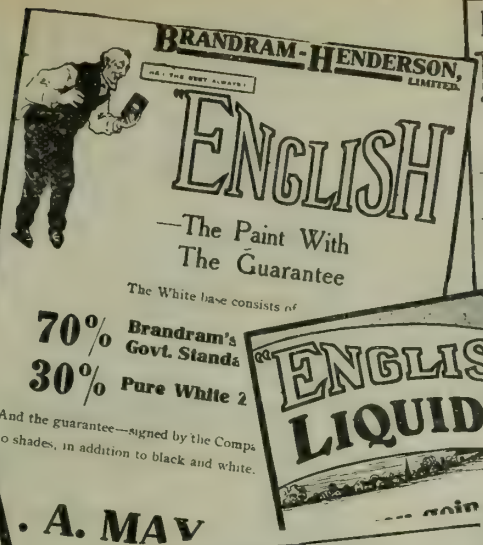
Glass.—The demand for glass is growing as the season advances. A splendid year's trade is anticipated.

WEYBURN FIRM CONCENTRATING BUSINESS.

Weyburn, Sask.—Zabel & Worden, of this town, who have been occupying two store buildings, are now moving all their stock into one store, where they will concentrate their business. Formerly, this firm occupied a store on Third St., which was used for hardware business exclusively, and another one in the Monaghan Building, which has been a grocery and hardware store combined. They are now combining the two stocks in the Monaghan Building, and they expect that in consequence they will be in a position to render better service to their customers.

Hoshal, Carmichael & Co., are anannouncing through the local newspapers, that they have opened a new hardware store in the building formerly occupied by C. Worden & Co.



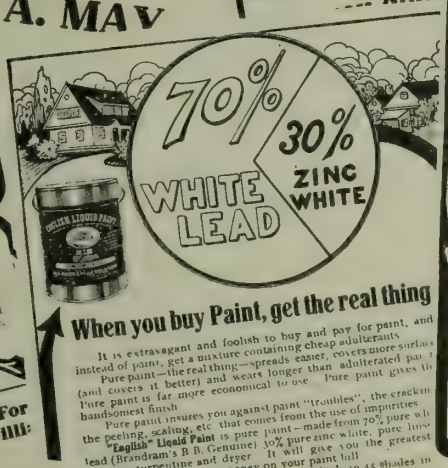




Brockville.



J. & T. M. Piper, For Willi:





H. W. RALPH, Dundas.







P. H. Gamble, Grimsby.

Maxime Dube, Montmagny.

Turner & Co., Truro.

A few of the series of newspaper ads. run in local papers that bring customers to the B-H. "English" Paint agency.

Write for quotations and selling plans

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 5 0c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 Jenkin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montrer

COPPER

	Per 100 lb.	
Casting ingot.....	13 75	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special.....	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Fittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign).. .	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll..	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping....	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 50 44 45

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$7 00
I X, 14x20 base.....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base.....	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 50
I X, 14x20 base.....	5 25
I X X, 14x20 base.....	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base.....	4 25
20x28, double box.....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17. $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal—100 lbs.
Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....		2 45
Galvanized, plain twist.....		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....		2 85
Plain.....		2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground.....	0 05
" flaked.....	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead.....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure.....	0 18
Golden ochre, pure	0 11
French ochre, pure.....	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.....	1 80
Cee Pee Co. enamel.....	4 50

GLUE

French medal.....	0 10	
German common sheet.....	0 10	
German prima.....	0 15	
White pigsfoot.....	0 15	0 20
Brantford medal.....	0 10	
" golden medal.....	0 11	
" brown sheet.....	0 10	
" golden sheet.....	0 13	
" gelatine.....	0 22	
" white gelatine.....	0 20	
" white glue.....	0 12	
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230	0 13	

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case ..	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb. kegs.....		0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.....	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle.....	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints...	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

Spring Housecleaning and PAINTING
ENCOURAGE IT NOW



Make a Good Display of

BOECKH'S BRUSHES

For Painting

Oval Paint Brushes — Flat Paint Brushes
Oval Varnish Brushes — Flat Varnish Brushes
Whitewash Brushes — Kalsomine Brushes
Painters' Dusters, etc.

For Housecleaning

Scrub Brushes — Waxing Brushes
Stove Brushes — Bannister Brushes
Carpet Brooms — Hair Floor Brooms
Feather Dusters, etc.





Manufactured by THE BOECKH BROS. COMPANY, LTD.,

Head Office, 80 York St. TORONTO, CANADA Factories, 158 to 168 Adelaide St. W.

LET US WORK WITH YOU IN SELLING
Ru-ber-oid Roofing

TRADE MARK REGISTERED



APPEARS ON WRAPPER

We have spent a good round sum of money, not to mention time, in preparing Booklets on RU-BER-OID Roofing. Our new "RU-BER-OID—WHY?" and the revised edition of "ALL ABOUT ROOFING", just off the press, are two of the most attractive and convincing Booklets ever put out on this subject.

But they are not worth a cent till we get them into the hands of those Canadians who want roofing.

YOU KNOW the people in your territory who are building or renewing roofs. No doubt you are making the most of the chances you get to talk RU-BER-OID to them. Let us help you.

Give us their names and we'll gladly send them Booklets, with your compliments. Tell them to write our Engineering Department for plans, specifications, estimates and information on how best to apply RU-BER-OID. This service is free. If you've a big contract in sight let us send a salesman to help you land it.

Your interests are ours.

The Standard Paint Co. of Canada, Limited

286 St. James Street; MONTREAL
105 Tenth Avenue E., CALGARY
179 Bannatyne Avenue E., WINNIPEG
25 Pender Street W., VANCOUVER

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 05
Wood Turpentine		1 00
Linseed Oil, raw	1 11	1 12
" boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	3 00
Pure white shellac varnish, in barrels	1 75
Pure orange " "	1 70
No. 1 orange " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
"Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 o.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
Fire brick, Scotch, per 1,000	25 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 80
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts		3 30
" " "		4 00
" " "		5 28
" " "		7 26
" "		3 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 66
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and tape, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.58; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years.*

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921.*

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.


National Surety Company
CONGO ROOFING
Guarantee Bond

Fac-simile of 10 Year Bond

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Theathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

Red S Brand Window Glass



Glass Benders to the Trade

THE TORONTO PLATE GLASS IMPORTING CO., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

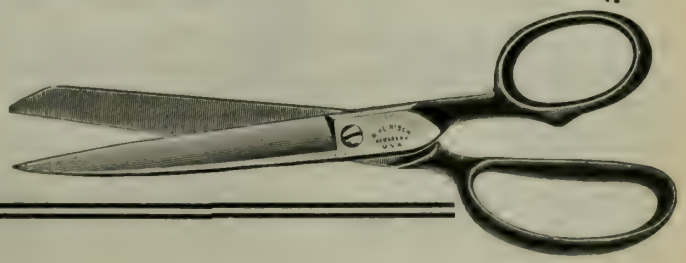
SOLD BY ALL JOBBERS

SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS



R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELLED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 50
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 6 to 32	1 35	4 10
" 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 4 or 4 Plain Cold Blast, per doz. 5 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $6.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitæ, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prespecters' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automable safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 60 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 28
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ¼ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 25 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors' or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x18, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	3 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, dos. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	3 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 62
7 inch	" "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 22
7-inch	"	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	16 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 15
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 85
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 50
5-Hole Tin Chokers	0 50

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.			0 70
" " "		34 in.	1 00
" " "		36 in.	1 25
" "	neckyokes, 36 in.		1 05
" "	doubletrees, 40 in.		0 95
" "	lumbermens, 44 in.		1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

HOLD IT UP!



That is what we want you to do if you are handling

RAMSAY'S PAINTS

Hold it up! Every house in town that is painted with

RAMSAY'S PAINTS

is an advertisement to you and you should hold it up and show it to your neighbors. The profits you make out of

RAMSAY'S PAINTS

come easily if you hold it up, and make one sale help the other along.

RAMSAY'S PAINTS

are well advertised and are known all over Canada. Get all the publicity you can out of this.

RAMSAY'S PAINTS

are a help to every paint store. They are sold at the right price for profit and good business. Everyone should find out about

RAMSAY'S PAINTS

Have you our 1910 Catalogue? You should have.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

TRADE MARK REG'D 1877

"DOMINION"

"THE CROWN OF QUALITY"

Galvanized Canada Plates

Reliability

"DOMINION CROWN" Plates can always be depended on. Very heavily galvanized.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED

MONTREAL

New Era Paint

IS AN EXCELLENT STOCK PAINT

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

Standard Paint & Varnish Works Co.

WINDSOR, LIMITED ONTARIO

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCK & HILGER, LIMITED, NEW YORK, Agents

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B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
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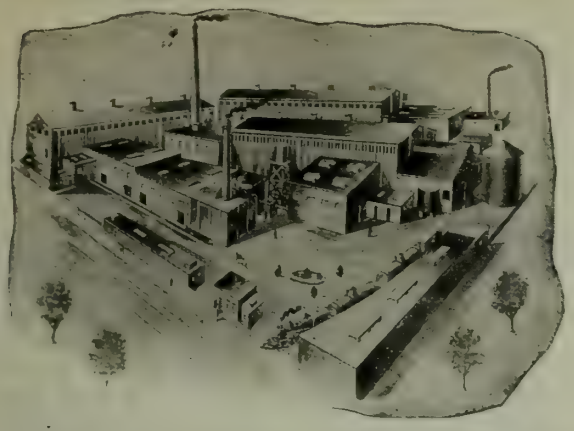
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EXPERIENCED retail hardware salesman desires position; eight years' experience, married, sober, eighteen months as manager of general hardware business. Good reasons for leaving. Al references. A. E. DICKSON, Andover, N.B. (17)

SITUATIONS VACANT

HARDWARE CLERK with a couple of years' experience wanted by The Kingan Hardware Co., Peterboro, Ont. (20)

TINSMITHS WANTED for Western Canada towns. Apply THE McCLARY MFG. CO., Winnipeg, Man., who will furnish list of towns. (18)

WANTED—Hardware clerk with three or four years' experience. Apply Manitoba Hardware and Lumber Co., Miniota Man. (18tf)

WANTED—At once, tinsmith. Must be good man, fully competent to take charge of shop. Apply, stating experience and wages required, to The Geo. Taylor Hardware Co., Cobalt, Ont. (18)

WANTED—For North Bay, a hardware salesman with ability. Must be a good stock-keeper. Also hardware clerk of two or three years' experience. Apply, giving references, to Box 136, North Bay, Ont. (18)

WANTED—Thoroughly experienced wire fence or hardware salesman for Canadian Northwest, one who is at present travelling in this territory. Address, stating salary wanted and full particulars, Box 503, HARDWARE AND METAL, Toronto. (20)

WANTED—Traveler to represent going concern in Cobalt district. Good business already established; no up-hill work. Must have some knowledge of machinery, be well acquainted with pipe fittings, valves, etc., and shelf and heavy hardware. Must be a business getter and a good salesman. No boozer need apply. Apply, stating age, experience and salary, to Drawer 805, Cobalt. (18)

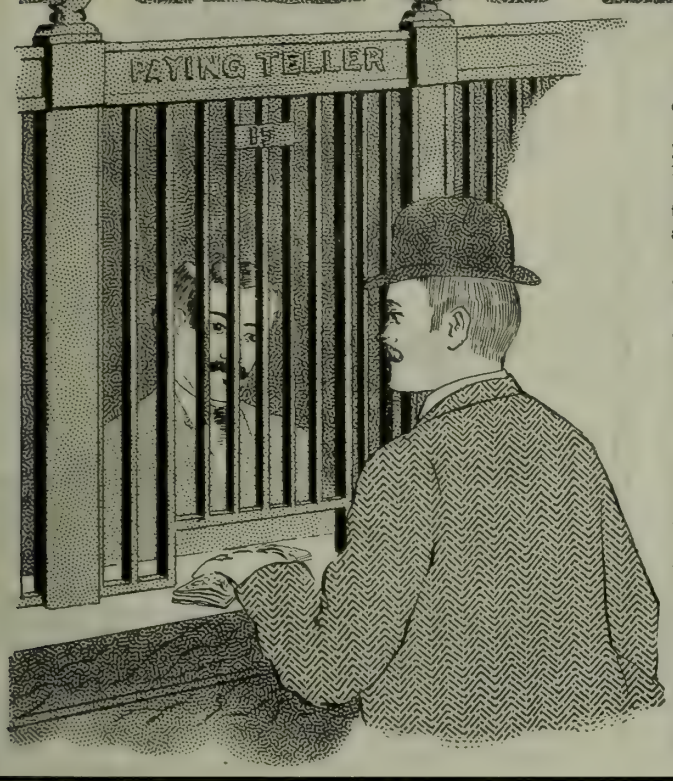
MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

DOUGALL VARNISHES COST THE LEAST

On the basis of how much it will take for the job compared with any varnish of any other make. You will find that a gallon of Dougall Varnish will cover far more surface than any other, owing to the perfectly even flow — and every drop of the varnish is good. You will find that much *time* is saved in the varnishing because Dougall's works so easily under the brush.

And Dougall Varnishes *last.* Your varnished surface will have a fine, clear, smooth finish which will stay to the limit of varnish ability.

If you want *expensive* varnish get the "complete-in-price" stuff on the market — cheap in price — make-up — nature — and value — varnishes which pull and drag and streak, and never look good. These are an utter abomination.

Let us send you 60 pages of Varnish facts and information — a card will do.

THE DOUGALL VARNISH CO., Limited

J. S. N. DOUGALL, President

MONTREAL, - CANADA

Associated with Murphy Varnish Co., U.S.A.

"THE VARNISH THAT LASTS LONGEST"

CHANCE'S Figured Rolled Glass

has a smooth and bright surface for cutting, and a deep, sharply-defined pattern which gives it a peculiar brilliancy. It cuts easier and looks better than other makes.

Made in white, blue, green, wine and amber, and in a great variety of patterns.

To Architects, Builders and Contractors and Hardware Dealers, we will be glad to send on request, samples, in a variety of tints, of Figured, Rolled, Double Rolled Cathedral, Muffled, and the new Flemish Glass, Manufactured by Chance Bros. & Co., Limited, at their famous glass works near Birmingham, England.

Write for them now.

Agents for Canada:

B. & S. H. Thompson & Co.,
LIMITED
381 St. Paul Street, : : Montreal



A BOWSER Oil Storage System for Paint Oils. Installed in the Hookenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International" Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot. It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 24



Ford Auger Bits

create steady customers

Discerning dealers everywhere have learned the judiciousness of recommending the FORD to the man who steps in and asks for an Auger Bit.

Not simply because of the generous profit from the immediate sale but because of the cumulative value of that sale. One Ford sale means sure future sales—for the man who buys a Ford gets the speediest, smoothest and strongest bit made—hence obtains maximum satisfaction.

His confidence in your judgment not only clinches his regular bit trade but benefits you in every department of your business.

We help you make sales

in every possible way. Thru circular letters, catalog and magazine advertising we reach practically every Auger Bit user---thus stimulating a demand for the FORD. We refer every inquiry to the nearest dealer.

The FORD is unquestionably the finest Bit on the market to-day. Aside from doing better work faster and with less trouble, it has---figuratively speaking---the strength of Gibraltar, and we unhesitatingly back it with a solid guarantee.

There's money in selling it, Mr. Dealer, May we send you our catalogue and circulars?

Ford Auger Bit Co.

Holyoke, Mass.

IT WILL PAY YOU
TO PUSH THE SALE OF

Winnipeg Steel Shingles

Economical. Fire and Lightning Proof.
They're Rain and Storm Proof too.

We will Help you make Sales

No Stock to carry. Send us your Order.
We ship promptly.

Most Complete Plant in Canada for the Manufacture of Steel Metal Building Goods.

Write Dept. "S" for Catalogue No. 5 and Price List

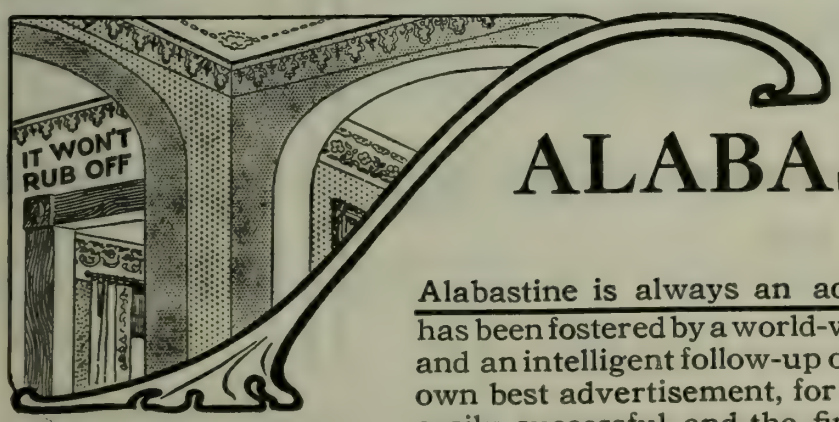
WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, Canada

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



INCREASE YOUR ALABASTINE SALES

Alabastine is always an active stock. The Demand has been fostered by a world-wide campaign of advertising and an intelligent follow-up of circulars. Alabastine is its own best advertisement, for even with home labor it is easily successful and the finish is clean and beautiful.

HERE'S OUR NEWEST IDEA

We will suggest up-to-date, artistic, color treatment for the homes of your prospective customers, sending them colored sketches showing what the tinted walls will look like, thus aiding you to make the sale. After they have purchased the Alabastine we supply them with stencils free, making artistic effects and pleased customers certain. If you have not our Information Blanks and Free Stencil Circulars, write to-day for a supply.

PUT US IN TOUCH WITH YOUR CUSTOMERS

This plan makes new business

The Alabastine Co., Limited

PARIS, ONTARIO

Why the demand for the

BISSELL SWEEPER

has increased tremendously since the introduction of other cleaning devices.

1910 the Largest Year's Business in Our History

The merit of Bissell's "Cyco" BALL BEARING sweeper has been vastly better understood since the introduction of other cleaning devices, as the people now better appreciate the value they get for their money, when they buy a Bissell Sweeper. No cleaning device, no matter how powerful the suction, can gather up miscellaneous litter that the Bissell sweeper picks up with ease and dispatch.

The Bissell weighs but 5½ pounds, hence a child can transfer it from room to room. Contrast this with the labor of changing from room to room, and up and down stairs, a cleaning apparatus that weighs from 25 to 65 pounds.

The public now understand that no matter what other cleaning device may be installed, the use of the Bissell sweeper cannot be dispensed with, as it is the daily, if not hourly, necessity in every home.

Cleans quickly and thoroughly without noise, dust or effort.

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World

BRANCHES:—New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.; Niagara Falls, Canada, (Factory); London, England; Paris, France

Our Lines

are straight lines with the trade because we give you QUALITY for your money.

PLATE
SHEET
FANCY

Leaded and Art

Plain and Bevelled Mirrors.

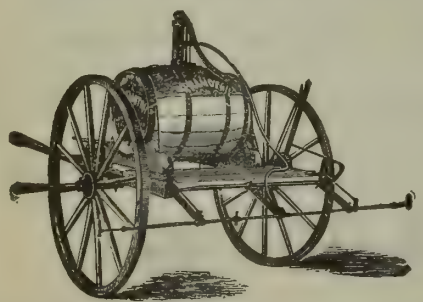
Our Discounts are liberal, and we will cheerfully estimate on your requirements.

CONSOLIDATED PLATE GLASS CO.

Toronto

WINNIPEG **MONTREAL**

The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.

NOW IS THE SEASON FOR

GREENING'S
Galvanized Netting

It finds dozens of uses for Poultry Runs, Chicken Coops, Lawn Tennis Back Nets, Rose Trellises and a multitude of commercial uses.

It is put up in rolls of 50 yards and widths of from 12 to 96 inches.

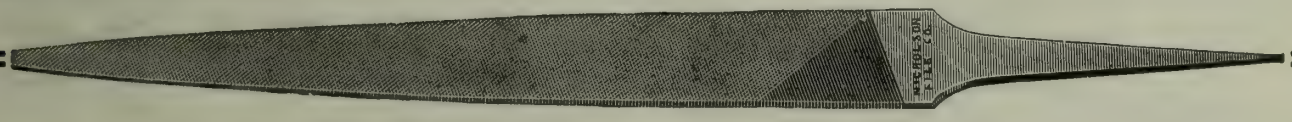
There is a wide variety of styles and sizes of mesh and wire weight, all fully shown in our catalogue, which we will be pleased to send you on request.



WIRE PRODUCTS OF MANY KINDS AND GRADES.

The B. GREENING WIRE COMPANY

HAMILTON LIMITED MONTREAL



Nicholson-Made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company :—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOTE" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**

Are You Buying Right?

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

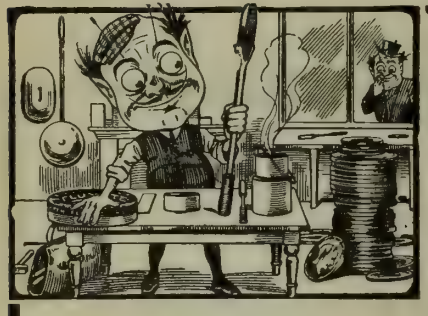
which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXTE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.



Sell a Good Lawn-Mower

to a man and you've gone a long way toward winning his confidence and trade. Sell him one not quite so good and he'll resent it every time he mows the lawn. Sell him a

MAXWELL LAWN-MOWER

and be sure you are on the right side. The Maxwell cuts so smooth, clean and easy, and holds its edge so well, that every man who appreciates a good machine is sure to be pleased with it.

8 to 22 inch widths—wheels 8 to 11½ inches high—3 to 6 knives. Grass catcher attachment if desired.

David Maxwell & Sons, St. Mary's, Ont.

Moore's Mooramel

A perfect flowing, easy working enamel, with great covering capacity. MOORAMEL is a favorite where only one or, at the most, two coats are required, as it gives a very even surface, free from streaks.

MOORAMEL retains its whiteness for all time. It will not turn yellow with age.

MOORAMEL dries quickly. In a few hours it is dust-proof, in twenty-four hours it is hard and can be rubbed in three or four days.

The finish is perfect. It will not chip or scratch.

Write us for Details.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



SOME OTHER LEADERS IN THE FAMOUS MOORE LINE ARE:—

MURESCO
IMPERVO FINISHES
SANI-FLAT
TILE-LIKE
HOUSE COLORS
FLOOR PAINT

Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

PARKHILL, ONT.,
JAN 31st, 1910

HARDWARE AND METAL,
TORONTO, ONT.

Gentlemen,—Kindly find enclosed P. O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case Set of Tinner's Tools Desk Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

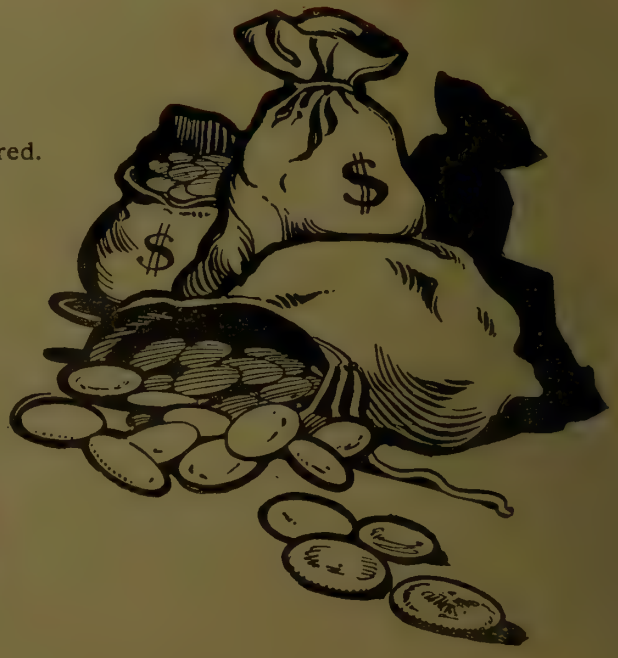
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2c. per word first insertion.

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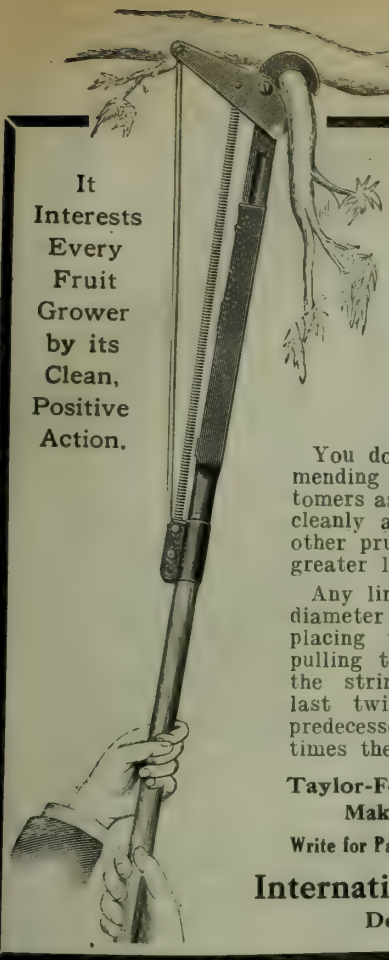
Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg



It Interests Every Fruit Grower by its Clean, Positive Action.

"Kansas" Pruning Knife

(Improved)

You do a kindness in recommending this knife to your customers as it does its work more cleanly and conveniently than other pruning tools and is a greater labor saver.

Any limb up to 1¼ inches in diameter can be cut by simply placing the hook over it and pulling the handle; for twigs the string is sufficient. Will last twice as long as its best predecessor and will do five times the work.

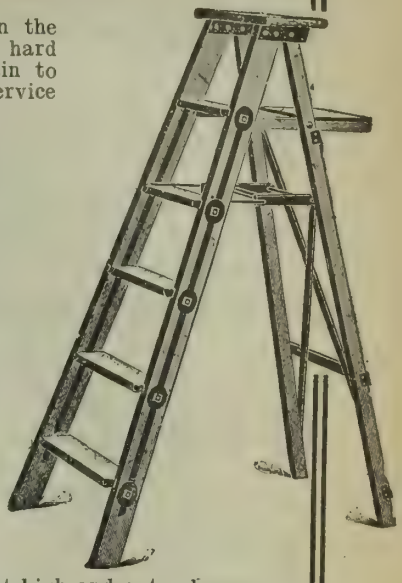
Taylor-Forbes Co., Limited,
Makers in Canada

Write for Particulars and Prices, etc.

International Tool Co.
Detroit, Mich.

A STRONG SERVICEABLE LADDER

There is no line on the market so suited for hard wear and so certain to give satisfactory service as the



FAULTLESS LADDER

It is made from clean, kiln-dried, short leaf yellow pine, and equipped with the "Faultless Lock." A bolt under each step and a galvanized steel plate on the ends of every bolt clamped tightly to the sides, eliminates all chance of spreading.

Made 4 to 10 feet high and extra heavy 10 to 16 feet.

A Line that can be Safely Recommended
Write for Catalogue "B"

The Stratford Mfg. Co., Limited
STRATFORD - CANADA



SEND FOR CATALOGUE

THE DEMAND IS CONTINUOUS

For these Medium Priced Goods. You will find in them the unusual perfection of finish and unfailing attention to the practical details of comfort and utility that are noticeable in all our products.

GENDRON-MADE GO-CARTS

SHOW THIS MARK OF QUALITY.

TORONTO Gendron CANADA

There's good money for you in handling our lines.

The GENDRON MFG. CO., Ltd.
TORONTO CANADA

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

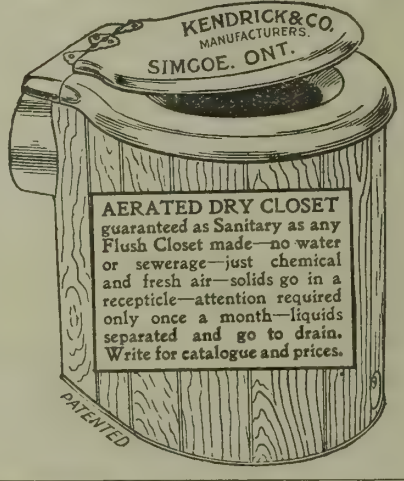
GUELPH, ONT.

WANTED

FIRST CLASS RETAIL HARDWARE MAN,

one capable of taking charge of a large retail business, and one with capital to invest preferred. A fine opening for right man.

Box 504, Hardware and Metal
TORONTO



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

SHEETS TUBES COPPER & BRASS AND RODS

SPECIAL SIZES CUT TO ORDER FROM LARGE STOCK—PROMPT SHIPMENT

115-121 SUMACH STREET TORONTO, CANADA

"BANNER" COLD BLAST LANTERN

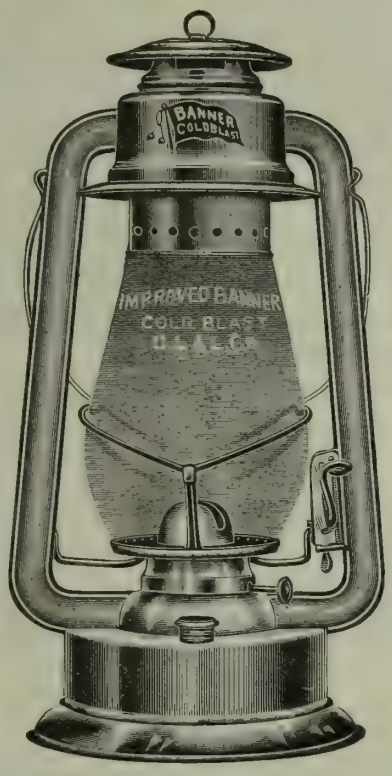
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

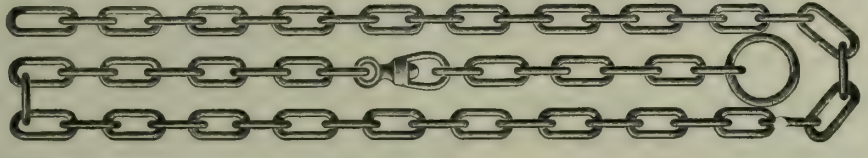
For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON ONTARIO

McKinnon Chain Company's

"Quality Guaranteed"



"Quality Guaranteed"

Electric-Welded Chains

are made from the highest grade of drawn wire, inspected and tested before shipment and sold under an absolute guarantee that they are the strongest and most durable on the market.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
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WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

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Western Agents

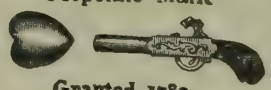
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Special Milled Work
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Uniform Product, Accurately Machined

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Corporate Mark
Sheffield  England
Granted 1780.

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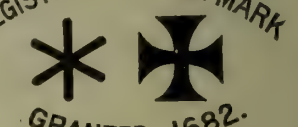
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Avoid imitations of our

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By seeing that this exact mark is on each blade.

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GRANTED 1682.

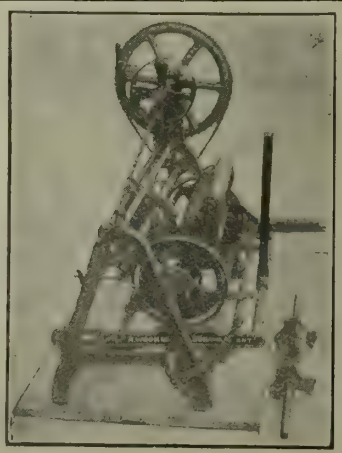
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James Hutton & Company
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THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by
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Retails at 40 cents

A Revolution in SILVER AND ELECTRO PLATE Cleaning and Polishing

POLIVIT PATENT CLEANER

Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—
QUICK, SIMPLE, AND EFFICIENT,
ABSOLUTELY HARMLESS

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Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

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A. A. SHUTE, Fredericton, N.B.
SOLE AGENT FOR CANADA

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Royal Polishes

They are made in Canada.
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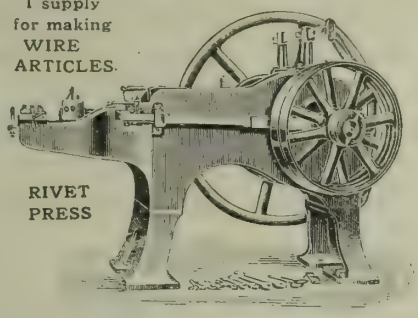
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Royal Polishes Company
MONTREAL



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IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES.

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DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



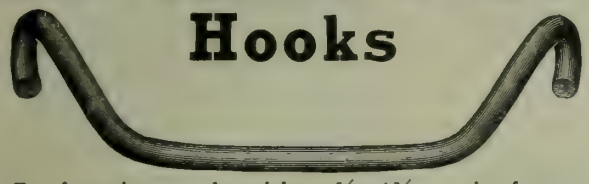
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FOR
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Wire Machinery Specialist
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Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

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THE "SPECIAL" SAW SET



FULLY WARRANTED
THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS
SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

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WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
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Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

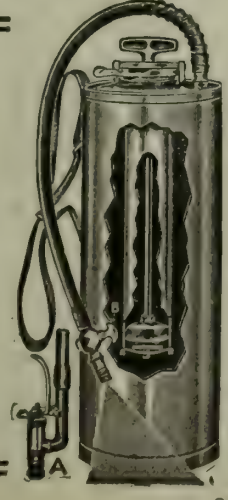
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It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

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Manufacturers
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A Fast Selling Line

THE PARKER WIRE GOODS CO.
Worcester - Mass.

Write for Catalogue

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Montreal Canadian Representatives

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

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Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
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"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for discts.
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The Best Door Closer is
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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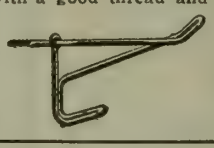
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TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
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Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.
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STEEL PLATES, BARS and ANGLES
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Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
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CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
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Trewhella Bros.' Australian Monkey Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.
Trewhella Bros.
9 Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victoria, Australia

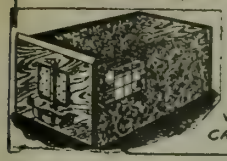
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

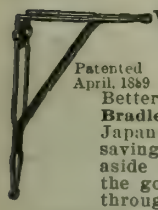
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Patented April, 1889

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

TOOLS.



OUR OFF-SET

TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.



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Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,

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JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

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WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

WIRE GOODS.

Buy your

WIRE GOODS

from

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THE TARBOX BRAND



Size A., Domestic, retails 60c.

Size C., Hotel, retails 75c.

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THE TARBOX BRAND



Made by **TARBOX Bros.** Toronto.

Look for the Name

MYERS

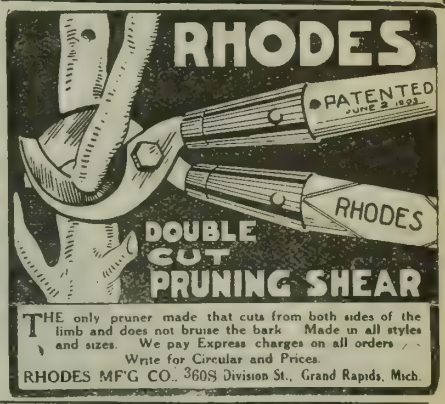
Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

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J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

RHODES

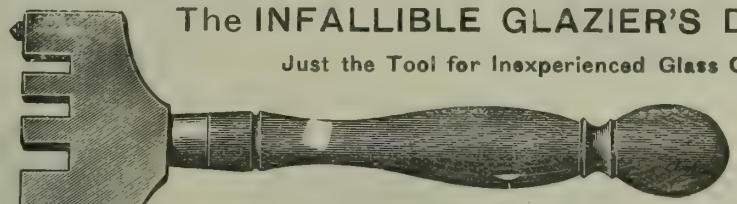


THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for Circular and Prices.

RHODES MF'G CO., 360S Division St., Grand Rapids, Mich.

The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

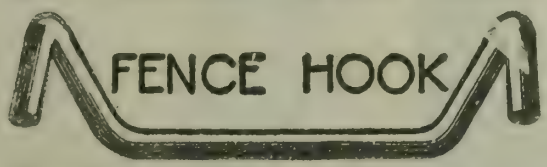
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

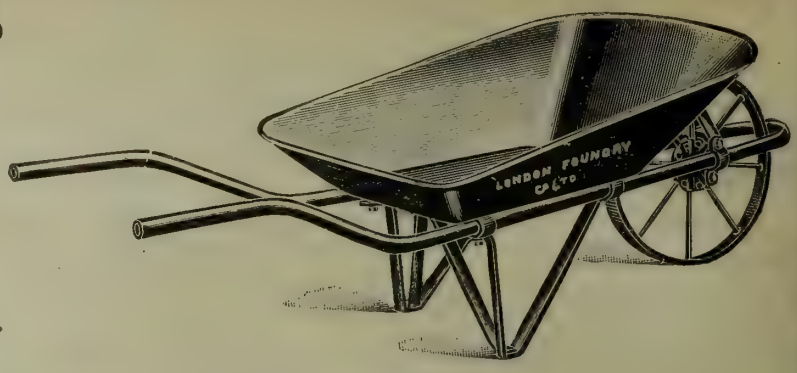
WHEELBARROWS

for Every Purpose

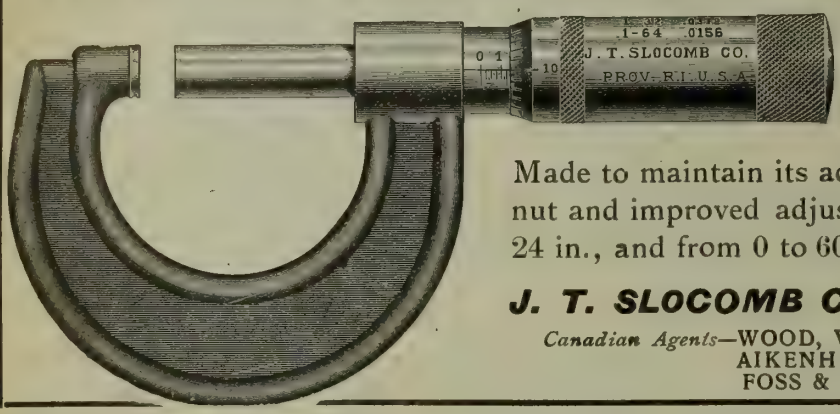
We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



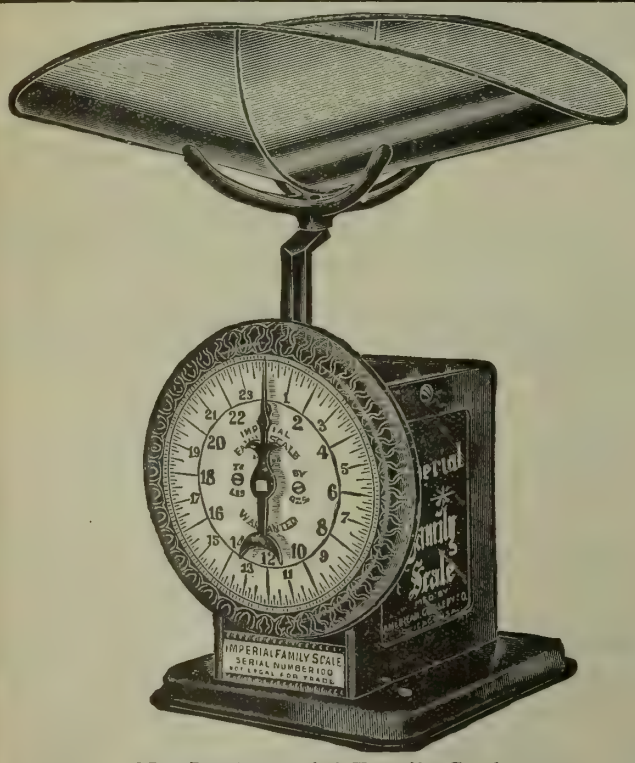
SELL THE SLOCOMB MICROMETER CALIPER



A high degree of accuracy, together with the extreme durability, of this Caliper make it the most satisfactory tool of its kind in all the world. Made to maintain its accuracy, having tool-steel screw, long nut and improved adjustments; made in all sizes from 0 to 24 in., and from 0 to 600 M.M. Metric.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

Canadian Agents—WOOD, VALLANCE CO., Hamilton and Toronto, Ont.
AIKENHEAD HARDWARE CO., Toronto, Ont.
FOSS & FULLER, Montreal



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

Steel Rules, Gauges, Etc.

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MEASURING TAPES

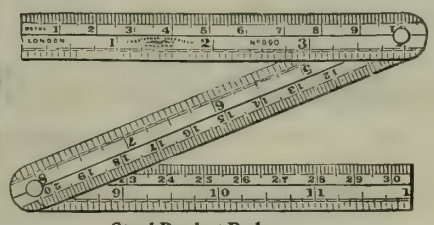
Linen and Steel

TRADE J C MARKS

CONSTANTIA J C

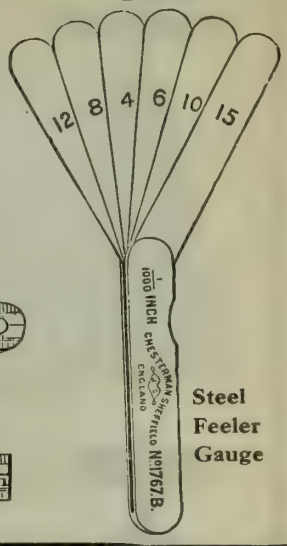
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Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

QUALITY—There is a finish on the "BUCO" which makes it look like a good tool, but there is a better quality in it than any surface could reveal.



The "BUCO" Garden Cultivator.

Handle 4½ft. Long

If you could see INTO the Teeth—the vital parts—you would see a highly refined steel, tempered to perfection in oil by experts, resulting in a spring tooth of a quality such as is quite unusual in garden tools. This degree of perfection is not superfluous, but means greater snap in work and longer life at it. The extra price does not count where extra quality is known.



The "CUMA" CULTIVATOR

Total Length, 18in.

A most effective little tool made for flower beds and fine work. Same quality as the "Buco." Sells at sight and "does the work" afterwards.

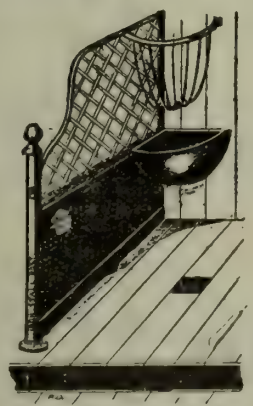
The Bailey - Underwood Company, Limited

NEW GLASGOW, N.S.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper.

IRON STABLE FITTINGS

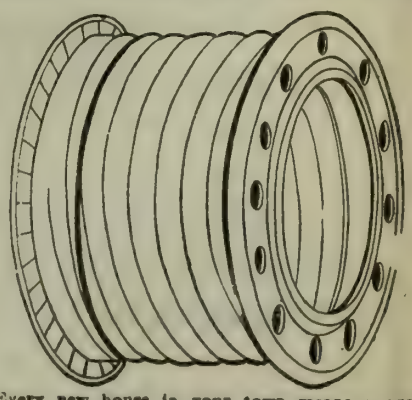


Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co., Limited

London, Ontario

O.K. THIMBLES

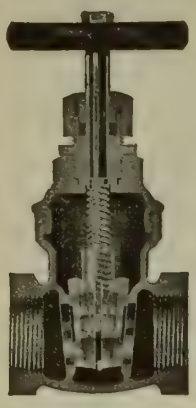


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD. PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP



A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

High Grade Varnish

Should be furnished in

High Grade Cans

Our New Bumped Top Varnish Cans are fitting containers for your goods. 1-16, 1-8, 1-4, 1-2, 1 gallon. Panelled Sides, Raised Tops. Let us figure on your requirements.

AMERICAN CAN COMPANY

MONTREAL HAMILTON

Efficient, Quick Working, Convenient

By one motion of either right or left hand any size piece of work can be instantly grasped in a



PARKER

Improved Quick-Action Swivel Vise

SEMI-STEEL

This vise is made of a special blending of steel and best iron, which adds materially to the life of the tool.

Parker's Vises are manufactured with the greatest care, and all parts are interchangeable.

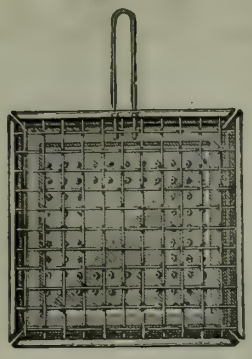
Write for our new Illustrated Catalogue.

The Charles Parker Co.

Meriden, Conn., U.S.A.

GAS TOASTERS

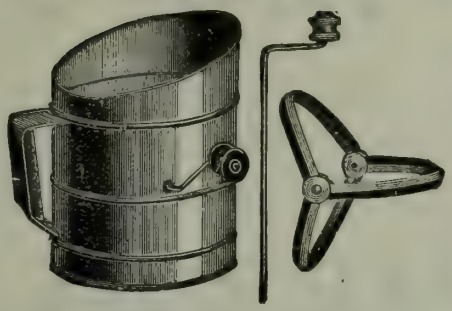
"GYPSY"



Size of body, 9 x 9 in.
Crosswires, copper-plated.
Wrapped ½ doz. in a bundle.

FLOUR SIFTERS

"VICTOR"



Tin Reel—Rimmed Basket. Packed 1 doz. in a corrugated box.

FLY TRAPS

"BALLOON"



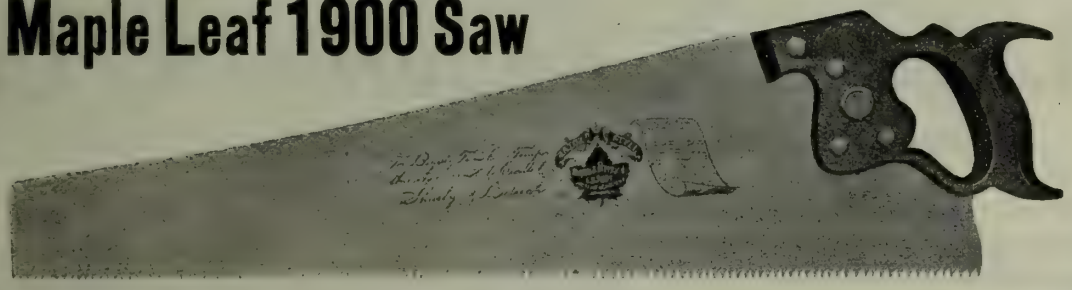
The only cleanly method of eliminati'g flies.
Packed 1 doz. in a corrugated box.

Our Summer Catalogue contains information concerning goods which sell NOW. If your copy did not come to hand write us for another.

E. T. WRIGHT & CO., - - - - HAMILTON, CANADA
(H. G. WRIGHT)

Vancouver agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man. Toronto agent, F. B Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

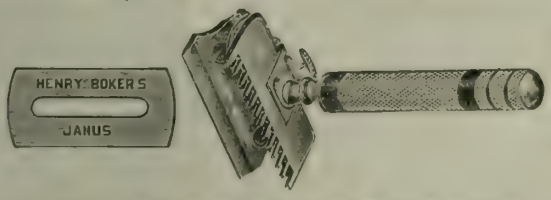
We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO — VANCOUVER, B.C.

The Newest and Best Safety Razor
Henry Boker's "Janus"

Triple Silver-Plated Holder and Twelve Double-Edged Blades



These Blades Can Be Stropped, Which Makes Them Last Indefinitely.

The "Janus" is the most wonderful little instrument ever devised for taking the beard off the face. A single movement releases or inserts the blade. The holder is in one piece. There are no parts to adjust—nothing to learn. It is simplest in construction, easiest to clean. Once the blade is inserted in the holder it is absolutely rigid. There is no vibration. No shaving instrument ever devised approaches it in any particular. The steel nsed in "Janus" blades is made by Boker's process, which is known the world over as the very best. We guarantee this Safety Razor to shave to perfection.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL



Talk Progress

to the Restaurant, Cafe and Hotel Men in your town

Our Up-to-date Restaurant Urns

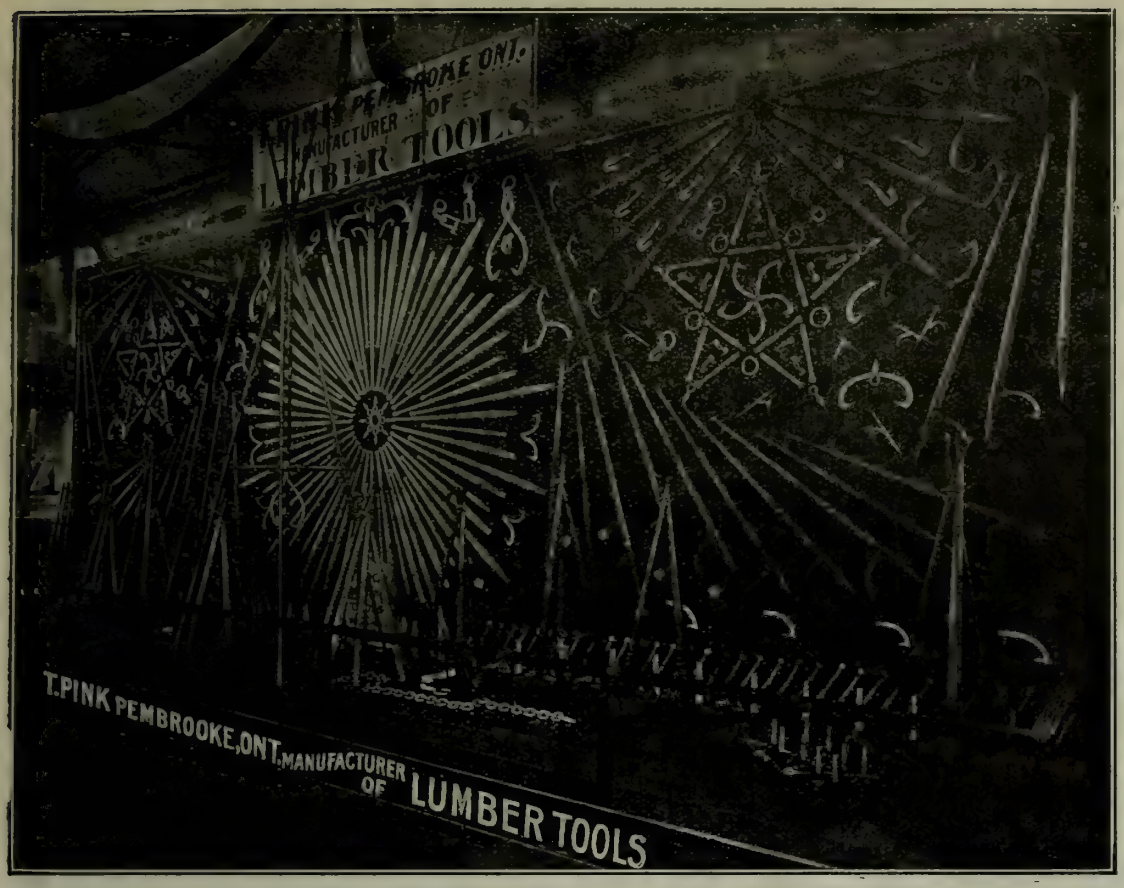
are most attractive goods to handle, and in use give the best of satisfaction

Be the man on the spot and land the substantial profits that are in sales made for

The BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co, 28 Toronto Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write .

THE R. McDOUGALL CO., Limited
GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

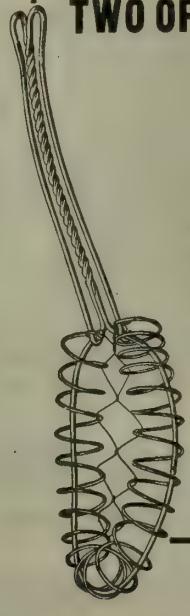
THE SUPPLY HOUSE FOR HOME NOVELTIES IN WIRE

We carry in stock a large variety of useful articles for kitchen and home use. Send for our lists. They will be full of suggestions for trade and profit makers.

We can always ship at once.



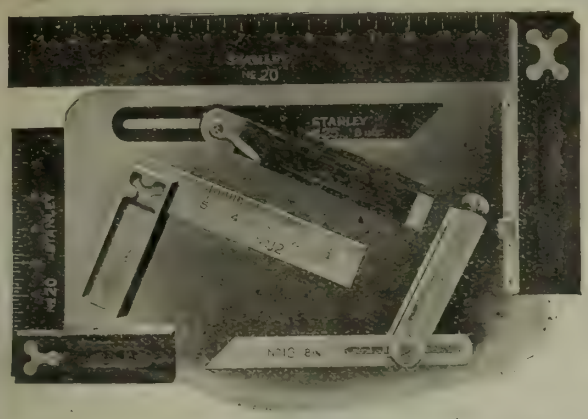
TWO OF OUR SPECIALTIES THAT ATTRACT TRADE



Potato Mashers, six styles carried in stock. One of them shown you will find a ready seller—well made of wire, with large smooth handles.

Electric Egg Beaters, a veritable flash beats eggs better and quicker than any other make.

ANDREWS WIRE WORKS OF CANADA, LIMITED
Watford, Ont. Rockford, Ill



Stanley Tools

Among the tools we manufacture are **Try Squares and Bevels**

No effort is spared in their construction, and the material from which they are made is the very best that can be procured. Every tool before leaving our factory is subject to the most rigid inspection. We are thus enabled to guarantee absolutely every tool shipped—both as regards workmanship and material.

Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue. Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

The ELGIN Wrench Man says,



Somewhere

in the history, descent, and heredity (of wrenches) a common "MONKEY" was crossed w.th a common "ALLIGATOR" and the "get" was a Prizewinner, an

"Adjustable-Alligator"—The "ELGIN"

HAVE YOU REALIZED that a wrench which holds its place for a series of years (as the ELGIN has done, with increasing sales) ought to be classed with the few GOOD WRENCH propositions in your store? It has become the STANDARD TOOL of its pattern in ten years, and no competition from new or old.

All the prominent JOBBERS in CANADA can fill your orders for them.

Please write for our latest booklet, IT IS NEW.

STAR MANUFACTURING COMPANY

Carpentersville, Ill., U.S.A.

Do Some Missionary Work FOR MALTHITE THE Asphalt Roofing

That has received the widest approval and gives the best service.

You may be surprised by the results, but you will certainly be pleased.

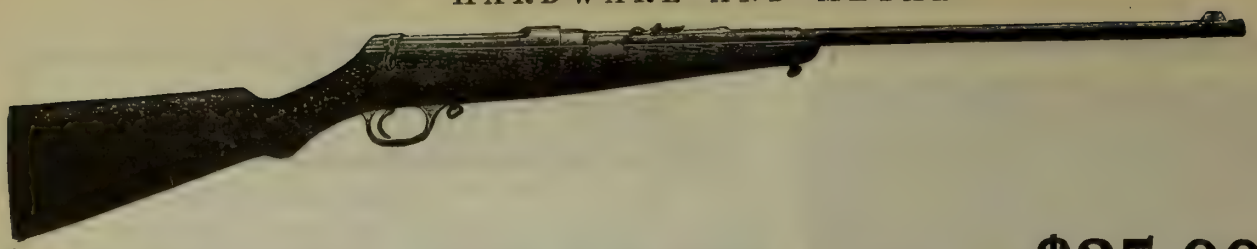
Honest Worth Always Wins

"Malthite" is made from the best grade of materials, combined scientifically to form a roofing absolutely impervious to moisture and not easily damaged.

The price is a quarter less than that of similar goods that do not compare with Malthite in quality and appearance.

The Dominion Roofing Co. of Canada LIMITED

31-33 Front St. East, - - Toronto



Dealers Have Almost Doubled Their Sales of Ross Sporting Rifles

$25.00
AND UPWARDS

A Rifle must "make good" or sales will stop.

No other new article is more generally or intelligently discussed than a new rifle.

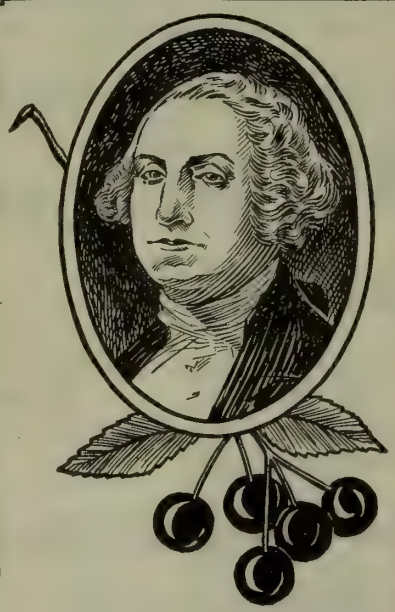
The Ross Sporting Rifle has met the keenest criticism, stood every test, and made good.

Dealers everywhere appreciate the advantage of handling a rifle that can be procured quickly, that can be depended upon in every emergency, that gives general satisfaction and is in ever increasing demand.
That is the Ross Rifle.

Illustrated Catalogue upon request



ROSS RIFLE CO. **QUEBEC**



"ENTERPRISE"

GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

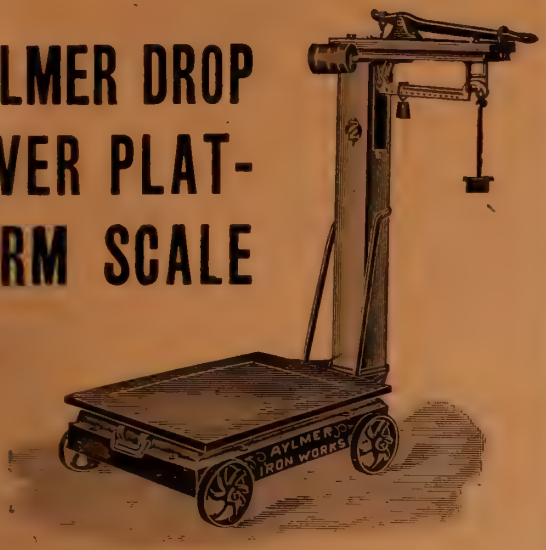
The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

AYLMER DROP LEVER PLAT-FORM SCALE



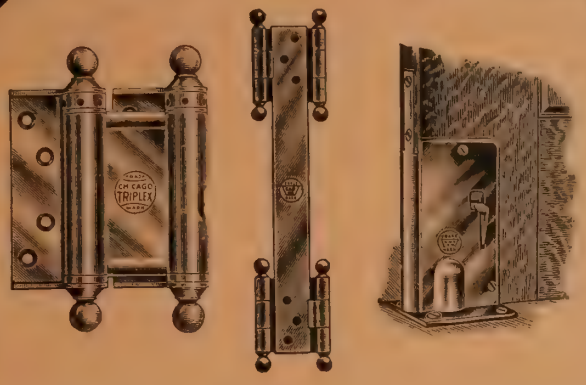
Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO
WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

CHICAGO SPRING BUTTS



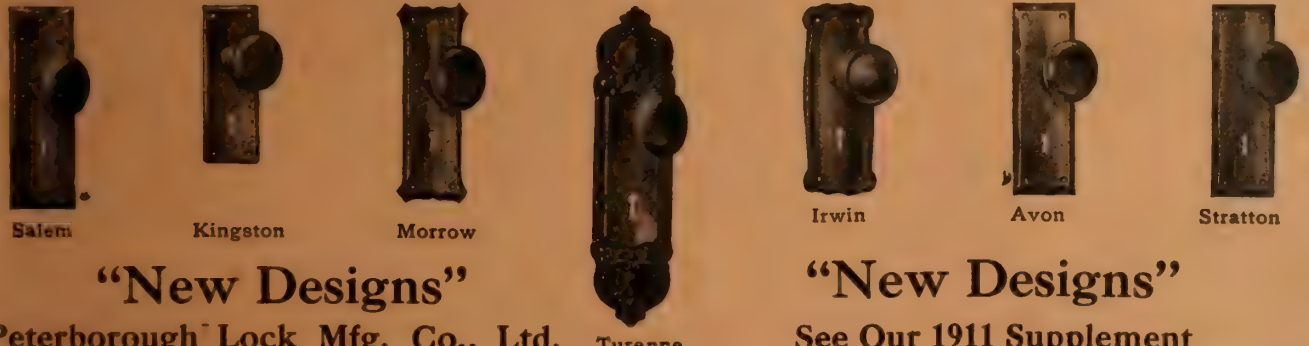
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE C.S.B. CO. MARK NEW YORK

Send for Catalogue M 26



"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

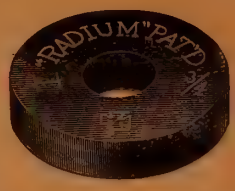
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"IN STOCK AT MONTREAL"

F. B. & W. Genuine Red Lead

KEGS AND CASKS.

F. B. &. W. Flake Litharge

CASKS.

Nitrate of Lead

V. M. Red Seal Zinc Oxides

Lithopone 34% and 30%

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

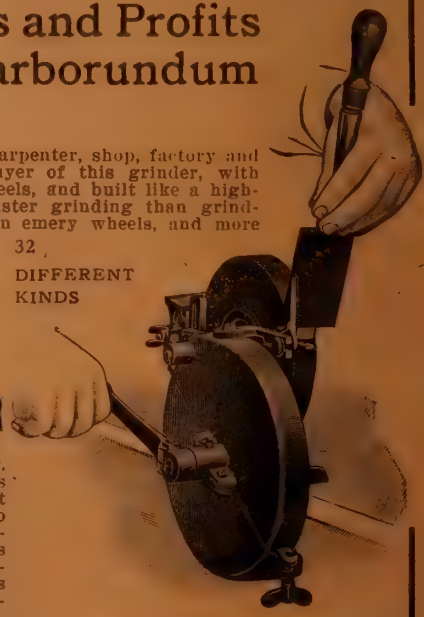
MONTREAL

Quick Sales and Profits with this Carborundum Grinder.

Every farmer, mechanic, carpenter, shop, factory and contractor is a likely buyer of this grinder, with genuine Carborundum wheels, and built like a high-grade lathe. 25 times faster grinding than grindstones, 6 times faster than emery wheels, and more durable than either.

32 DIFFERENT KINDS

LUTHER DIAMOND TOOL GRINDER



No need of water-cooling. The Carborundum wheels peel off hardest steel at lightest touch with no danger of drawing temper. Special attachments allow anyone to do difficult grinding, such as gumming saws, sharpening twist drills, etc., without experience. Hand and foot power—best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine-cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

We make 32 different styles of grinders, with attachments for sharpening polishing and grinding every known tool or implement.

Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO.

96 Madison Street. Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 13, 1911 NO. 19

POCKET KNIVES
H. BOKER & Cos
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

There is nothing cheap about

"Queen's Head"

CANADA

except the difference in price between it and inferior qualities.

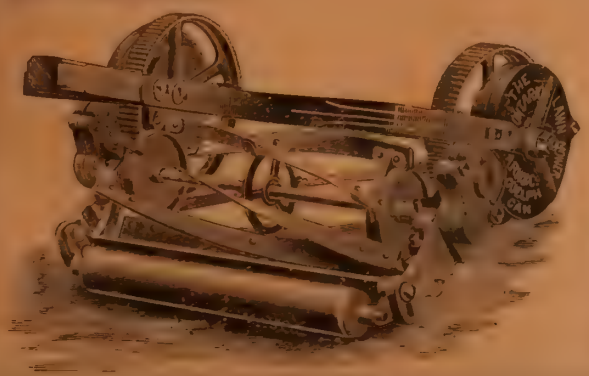
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The "ONTARIO" Lawn Mower

The "ONTARIO" Lawn Mower With Six Blades is the Highest Grade Machine Made.

It is specially adapted for high class work, being used on 60 per cent. of the bowling lawns in Canada.
The "ONTARIO" is made of the finest English Crucible Steel and constructed with the greatest care. Every part is guaranteed to be satisfactory.
It is made in sizes 12, 14, 16, 18 and 20 inch, with grass box attachment.



Wherever the name **TAYLOR - FORBES** appears quality is assured and quality will increase your business.
You take no risk.
We will replace any machine that gives trouble through fault of ours. Give our line a trial and you will handle it exclusively. Send for catalog and prices.

The Taylor-Forbes Co., Limited, GUELPH, ONT.

REPRESENTED BY
H. G. Rogers—53½ Dock Street, St. John, N.B. W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency—London, England.

Index to Advertisers and Buyers' Guide Pages 56-58. Want ads page 60.

TRADE Gillette MARK

KNOWN THE WORLD OVER

Show the Man Who Would Like a GILLETTE That It's Cheap at $5.00

When the customer whom you have brought to the point of buying a GILLETTE, passes it up with, "I'd like mighty well to have one, but it's too expensive," what do you say? Do you let him get away from you?

You need not lose sales on that score, for the GILLETTE is **not** too expensive. It is not an extravagance, but an economy, and you can prove it to him.

Give him a comparison something like this:

An open-blade razor of fairly good quality would cost him $2.00 to buy, and probably 50c. a year or more to keep honed and stropped. That's $3.00 for the first two years.

The GILLETTE, with its 12 double-edged blades, would cost him $5.00, and extra blades for the first two years might possibly run into $3.00 more. That's $8.00 for the first two years—a difference of $5.00, or $2.50 a year.



BUT—the three-minute GILLETTE will save him 5 to 10 minutes every time he shaves. Putting it conservatively at 5, this saving amounts to over three working days a year. Would he work three days for $2.50?

When he has barely time to catch a train or keep some important engagement, the five minutes saved might easily be worth the whole cost of the GILLETTE.

Then there is the ease and comfort of the clean, cool, easy GILLETTE shave, worth in itself several times the difference in cost.

It's worth your while to be prepared for this price objection, and to meet it squarely. The GILLETTE gives you far more profit at the time, and a regular annuity on blade sales. Moreover, it brings back to your store, regularly, a pleased customer to whom you can sell other lines as well.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, Eng., and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

The ELGIN Wrench Man says,



If you are a good BUYER, you want to keep up stock of

ELGIN WRENCHES.

If your Salesmen are alert on your Specials, you NEED to keep up stock of

ELGIN WRENCHES.

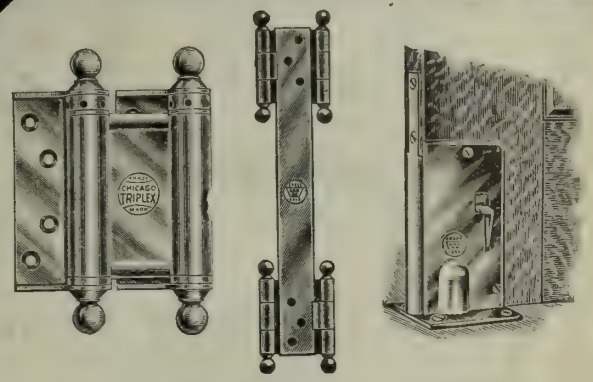
This means as much to you as it does to us. In fact, our interests are mutual.

THE SEASON IS ON! WILL YOU?

All Prominent Canadian Jobbers stock them, awaiting your call

STAR MANUFACTURING COMPANY
Carpentersville, Ill., U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

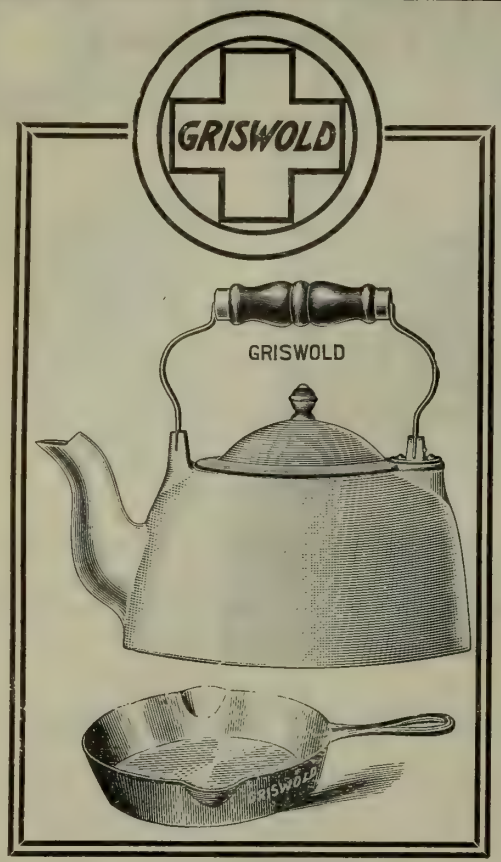
Dealers and Householders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



ALUMINUM
COOKING UTENSILS

WE WERE THE FIRST TO USE ALUMINUM

for cooking utensils, consequently we are still in advance of all others in the making of this extremely popular ware.

OUR PRODUCTS INCLUDE

FOOD CHOPPERS in many sizes.
WAFFLE-IRONS
GAS STOVES
and RANGES of various kinds.

Everything we make has the merits of originality, quality and finish.

For Our Catalogue of Salable Specialties

ADDRESS

THE GRISWOLD MFG. CO.,
ERIE, - PA.

The S.M.P. Galvanized Garbage and Ash Cans

For Summer Use. A Perfectly Sanitary and Odorless Garbage Can.



With slip-over cover, and bail handles for carrying.

The Seamless Covers are stamped from one piece of heavy metal, and are both strong and durable.

Prices on Application



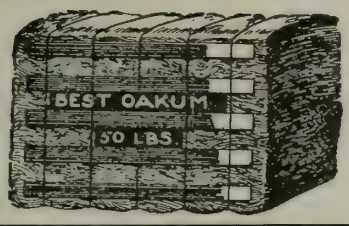
With wooden ribs, and side handles.

Nos.	1	2	3
Inches.	12 x 13⅜	13½ x 15	15 x 17¼

Nos.	4	5
Inches.	14½ x 20½	17 x 26½

The SHEET METAL PRODUCTS COMPANY
OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .
KEMP MANUFACTURING COMPANY
MONTREAL TORONTO WINNIPEG

PLUMBERS' OAKUM



Carload Just Received — **Get Our Prices**

Special Prices in Lots of 25 and 50 Bales

This Oakum is not the ordinary kind you have in mind; not the coarse, lumpy, jute-like, dirty composition you have been forced to handle

IT IS MUCH BETTER THAN THE AVERAGE

We have been pegging away at the oakum makers for a long time and unceasingly, to give us a **better than the average oakum,** at the same price as the poor article generally sold, and we finally got it.

We Placed a Big Order

to come to us in carload shipments, and

THE FIRST CARLOAD OF THIS BIG SHIPMENT HAS JUST BEEN UNLOADED AT OUR WAREHOUSE

We are expecting this lot to go out very fast and suggest that you get your order in without delay.

YOU WILL FIND THIS EXCEPTIONALLY GOOD PLUMBERS' OAKUM.

Correspondence Solicited

WE ARE LARGE JOBBERS OF
PACKING, WASTE, BLOW TORCHES, PIPE FITTINGS
LEAD AND IRON PIPE

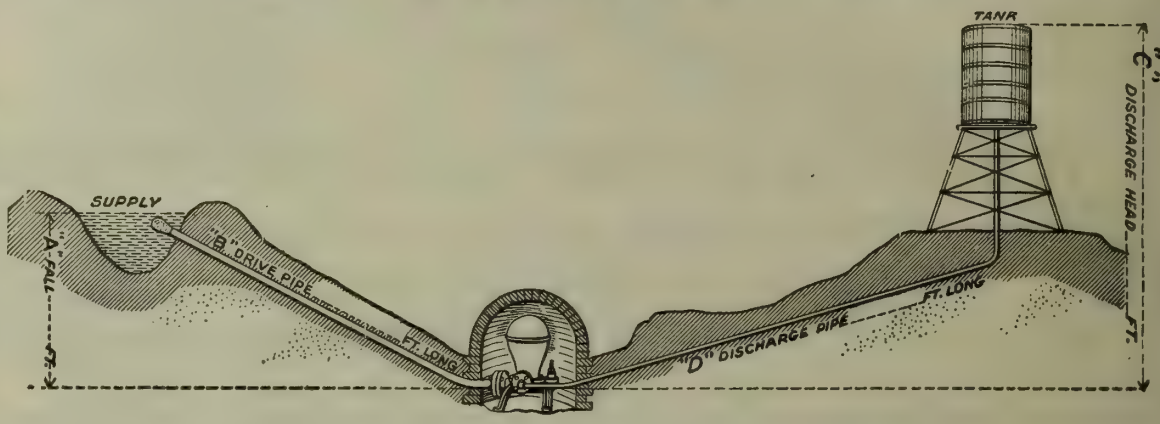
LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

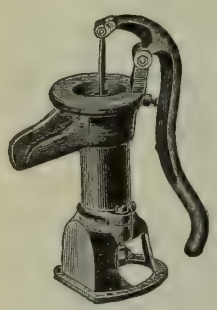
Pumps and Hydraulic Rams are Ready Sellers



You Sell the Goods. We Carry the Stock.



When in the market for Pumps write us.





Our Stock consists of Cistern—Force—Deep Well—Tank and Suction Pumps.

We Ship Promptly

Pumps are a profitable line to handle
U will find our stock complete
Means quick sales for you
Place your orders with us and
See how promptly we ship

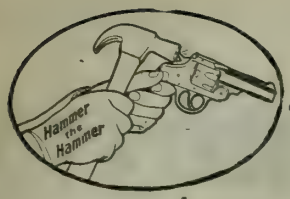
Let us quote you our prices.

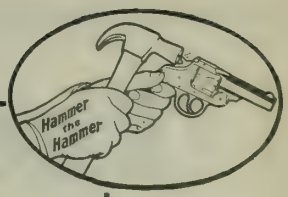
We Ship Promptly

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

F.&W. **Montreal : : : : : Canada** F.&W.





IVER JOHNSON'S
SAFE
REVOLVERS

Now Fitted with Wire Springs Throughout.

New Re-inforced Frame.

Adjustable Tension on Main Spring.

Known everywhere as

The Accident-Proof Revolver







Safety Hammer Style

No. 900—.32	Calibre,	Nickel	or	Blued	Frame,	3	Inch	Barrel
" 910—.38	"	"	"	"	"	3¼	"	"
" 915—.38	"	"	"	"	"	4	"	"
" 916—.38	"	"	"	"	"	6	"	"

Safety Hammerless

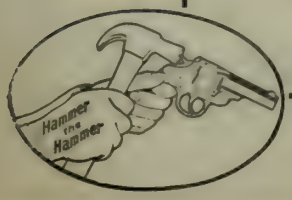
No. 920—.32	Calibre,	Nickel	or	Blued	Frame,	3	Inch	Barrel
" 930—.38	"	"	"	"	"	3¼	"	"
" 935—.38	"	"	"	"	"	4	"	"
" 937—.38	"	"	"	"	"	6	"	"

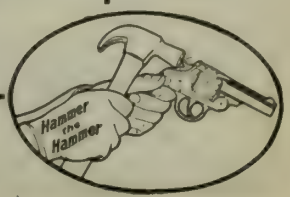
Full Line Shown in Our Sporting Goods Catalogue.

WHOLESALE DISTRIBUTORS:

Caverhill Learmont & Co.

Montreal and Winnipeg





The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

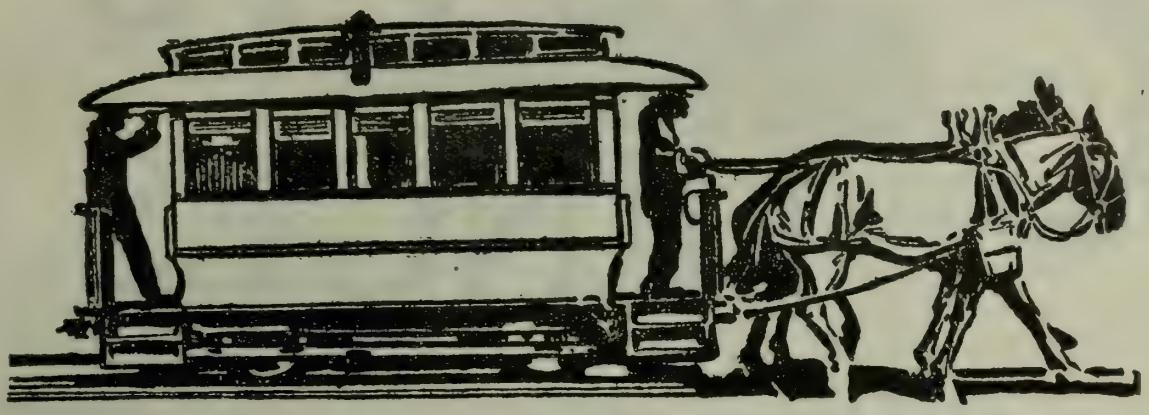
All Bundles Tagged M·R·M CO. with our Trade Mark

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Don't be a Back Number!



THIS is the age of electric cars, wireless telegraphy and flying machines. The spirit of progress is everywhere, and even in such ordinary merchandise as Hardware, things are being made better and better all the time. We make it our business to encourage the handling of reliable goods and to put more and more quality and value into all our lines. If you want to get the cream of the trade

Specialize on "Samson" Fine Tools
Specialize on "Samson" Roofing
Specialize on "Samson" Axes
Specialize on "Samson" Sporting Goods
Specialize on Graham Nails

You can depend on genuine satisfaction with anything bearing the "Samson" brand, and those dealers who are featuring it are having good success. Instead of buying and selling goods haphazard, pin your faith to something you know to be genuinely good, and push it for all it is worth. That is where the money is and you have the assurance of our guarantee regarding "Samson" quality and performance.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

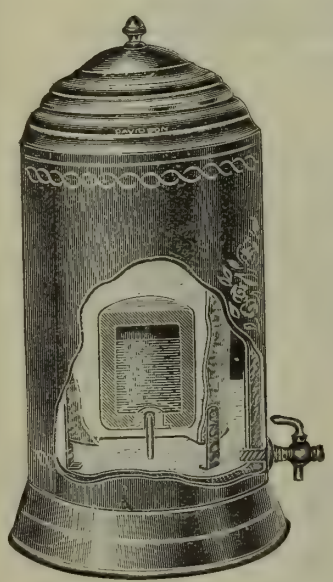
CSGCo. CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

SEASONABLE LINES



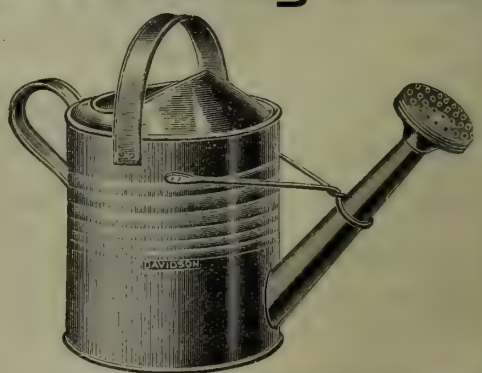
Water Coolers

Nicely Japanned in fancy colors and attractively ornamented, nickel-plated faucet. Six sizes—2, 3, 4, 6, 10 and 15 gallons.

Can also be supplied with excellent Carbon Filters in four sizes only, 3, 4, 6 and 10 gallons.

Each Cooler being carefully packed in a case alone, ensures delivery in perfect condition.

Watering Pots



JAPANNED in bright green and fitted with patent cleanable rose. 7 sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

GALVANIZED. Strong and made to last. 3 sizes: 10, 16, 20 quarts.

Write for Prices

THE THOS. DAVIDSON MANUFACTURING CO., Ltd.

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.

Canadian Works—Fraser Avenue, Toronto, Ont.

ARROW BRAND **CLOTHES WRINGERS of this style are especially**

Designed for Modern Houses which are all fitted with Stationary Tubs.

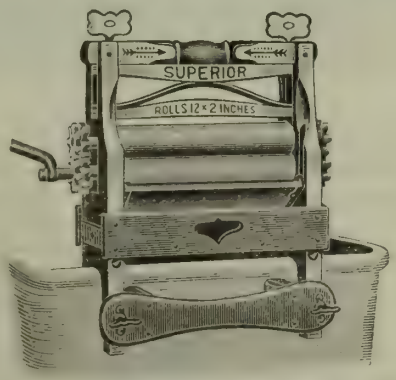
They have 12x2 in. Rolls and

Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick.





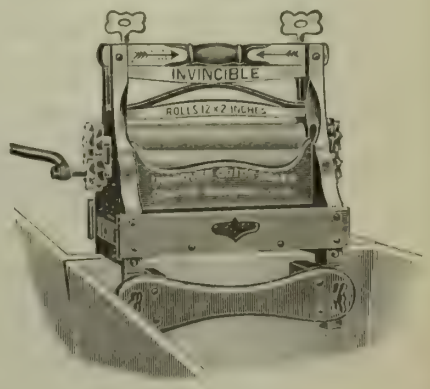
SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs.

Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



Stock them—The demand is growing

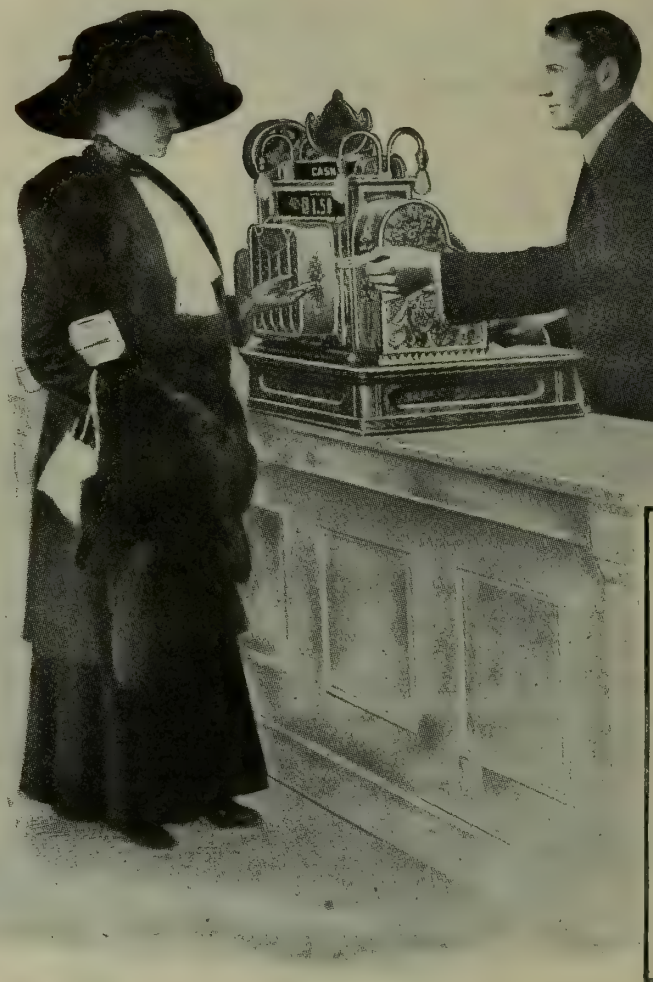
Eastern Agents, W L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

Made only by

Cummer-Dowswell Limited, Hamilton, Ont.

"GET A RECEIPT"



8898 NOV.19

★D 77.77

PETERBOROUGH
HARDWARE
COMPANY
PETERBOROUGH

Return This Check
In Case Of Error
It Is Your Receipt

Putting a Receipt in Every Parcel Benefits the Customer

It prevents disputes. Prevents overcharging.

Prevents mistakes in change. Stops mistakes in charge accounts.

Insures a proper record of money paid on account.

Gives information about special sales and new lines of goods handled by the merchant.

Protects children and servants by giving them a receipt to take home.

Shows which clerk waits on each customer, and in case goods are exchanged proves the price paid and date purchased.

Putting a Receipt in Every Parcel Benefits the Merchant

It stops mistakes. Stops losses. Removes temptation.

Increases trade. Increases profits.

BECAUSE It enforces a correct record of
All cash sales. All credit sales.
All money received on account and all money paid out.

It wins the confidence of the public. Makes every sale advertise your business. Satisfies customers.

Makes each clerk responsible for the way he serves customers.

Every merchant's success depends on whether his methods of handling his business gives the above results.

National Cash Register Receipts protect millions of customers daily against mistakes and carelessness.

Considering the material, workmanship, and what they do, National Cash Registers are the lowest priced machinery made. They sell from $13.00 to $870.00.

National Cash Register Receipts protect hundreds of thousands of merchants daily.

Ask for complete information about the "Get a Receipt" plan. Write

THE NATIONAL CASH REGISTER CO., F. E. MUTTON, Manager for Canada
285 YONGE STREET, TORONTO 136

BRANTFORD ALL-AROUND GLUE

(Granulated)

IN PACKAGES

BRANTFORD GLUE

(In Sheet, Flake or Ground Form)

Canada Glue Co., Limited

Brantford, Ont.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

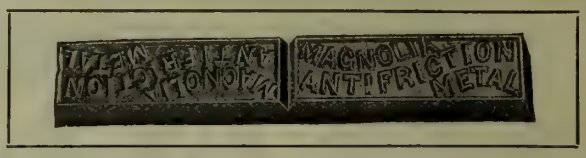
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

REMOVING THE APPENDIX



Would you have this operation performed by some doctor who offered to do it cheap or by an experienced successful specialist ? We know the answer.

The same principle applies in many other directions. There has been a wonderful change in the intellectual broadening of operative Engineers and Mechanics. They are no longer satisfied with merely keeping the machinery in good running order. They start in at the coal pile and study the califoric power of fuels in thermal units, the firemen are put through a school of instructions, and they study economies and scientific problems in many other directions,

BUT How many Engineers and Mechanics figure on the loss from frictional resistance in transferring the power from the boiler to the points where it is needed ?

More than half of the power is often absorbed in that way and yet many up-to-date men use or permit to be used the most ordinary grades of babbitts because of the slight initial saving in the cost price.

It Is Plain as an Open Book

that the value of a genuinely good and economical bearing metal is summed up in and expressed by a low co-efficient of friction.

A low co-efficient of friction means less frictional resistance, less wear, less heating, less oil, less fuel, less liability of shut downs, less rebabbitting, less consumption of metal, less squashing, less worry, less work. You can secure all of these economies and other advantages by the use of

Magnolia Metal

and we recommend its uses on shafting as well as all other bearings. We represent the specialist who does one thing and does it well.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book and therefore offer it at the very low price of 40c., postpaid. Many Engineers write to us that they find it invaluable Address Montreal office.

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Magnolia Metal Co.

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TRADE MARK



Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.

Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.

BLUE BAND GALVANIZED BUCKETS AND PAILS



Extremely heavy—for use on boat and railroad lines.

Heavy steel ears—half-round bails.

"HAMILTON" Buckets—Straight pattern

Nos.	124	126
Quarts	14	16
Per dozen	$7.80	$8.40

DISCOUNT 50%

"NIOBE" Pails—Flaring pattern

Per dozen	$8.40

DISCOUNT 50%

Each pail attractively decorated with two blue stripes.

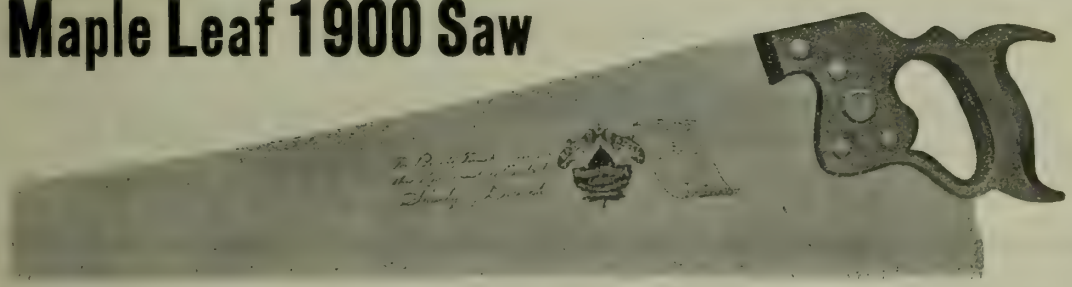


E. T. WRIGHT & CO., - - - - **HAMILTON, CANADA**

(H. G. WRIGHT)

Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

We will be glad to supply you with full particulars.

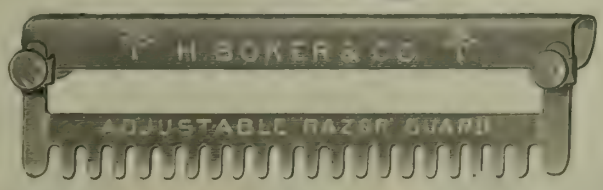
SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO ***VANCOUVER, B.C.***

This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard

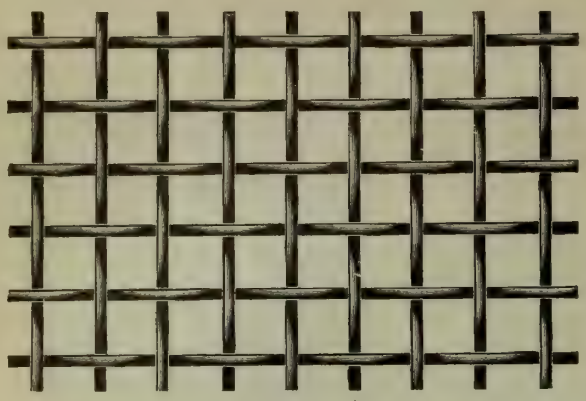


With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.



Always a Good Seller!

GREENING'S
SAND SCREEN CLOTH

You can rely upon its uniform excellence of quality. We have a very large output of this cloth, a fact that means that our prices are as close as is consistent with good quality.

This is made in different meshes, 24, 30 and 36 inches wide, put up in rolls of 50 and 100 feet.

The B. GREENING WIRE COMPANY

HAMILTON LIMITED MONTREAL

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made Files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOTE" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**

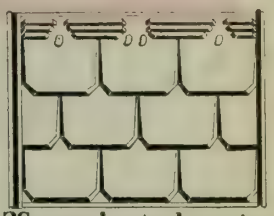


The Sale Of An

"EASTLAKE" SHINGLE ROOF

Is a Good Stroke Of Business

IT MAKES A **GOOD PROFIT** AND
IT MAKES A **SATISFIED CUSTOMER**



26 years' actual service

THE FIRST SALE TO ANY CUSTOMER IS THE ONLY ONE YOU NEED TO EXERT YOURSELF OVER---HE'LL GIVE YOU HIS FURTHER ORDERS WITHOUT A WHIMPER. THAT'S HOW GOOD THE "EASTLAKE" IS.

Send at once for Samples, Catalogue and Literature for Distribution.
You Will Be Well Repaid

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. . MANUFACTURERS WINNIPEG, MAN.

(I)

Oh Ferdinand,
Do not smile at me,
That I should boast her off
For thou shalt find
She will outstrip all praise.
—*The Tempest*



Prospero Knew How

To describe his daughter to Ferdinand and his words are specially descriptive of the goods we manufacture. Like Prospero's daughter they

OUTSTRIP ALL PRAISE



This Solder is more than a mixture of tin and lead. The raw material is selected with care and all impurities are eliminated. Write for prices when you require Babbitt Metals, Lead Pipe, Lead Waste, Traps and Bends, Solder, etc.

WE ARE HEADQUARTERS FOR QUALITY

THE CANADA METAL CO., Limited, TORONTO

DELTA FILE WORKS

WARRANTED REFINED CAST STEEL
PHILADELPHIA, PA., U. S. A.

TRADE MARK DELTA Reg. U.S. Pat. Off.

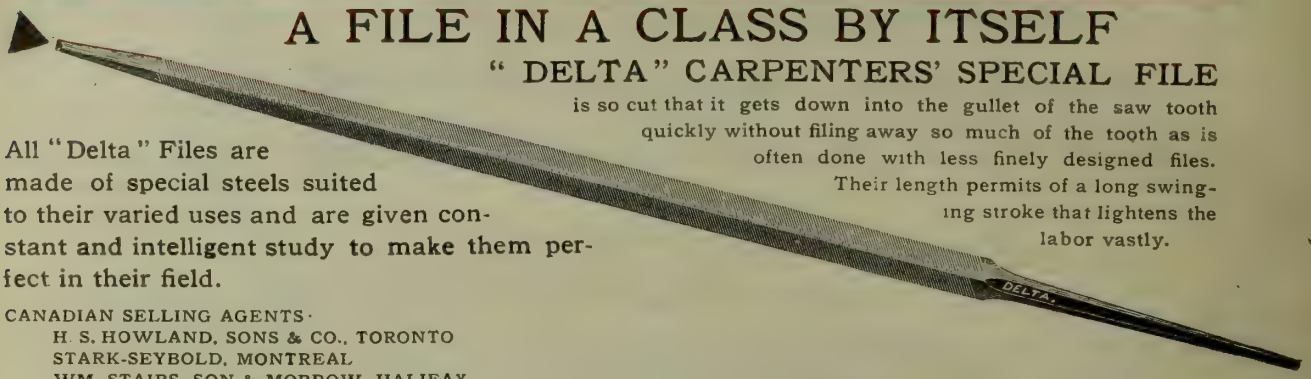
1 Dozen CARPENTERS' SPECIAL 5½ Inch

FILES OF QUALITY

A FILE IN A CLASS BY ITSELF

"DELTA" CARPENTERS' SPECIAL FILE

is so cut that it gets down into the gullet of the saw tooth quickly without filing away so much of the tooth as is often done with less finely designed files. Their length permits of a long swinging stroke that lightens the labor vastly.



All "Delta" Files are made of special steels suited to their varied uses and are given constant and intelligent study to make them perfect in their field.

CANADIAN SELLING AGENTS:
H. S. HOWLAND, SONS & CO., TORONTO
STARK-SEYBOLD, MONTREAL
WM. STAIRS, SON & MORROW, HALIFAX

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



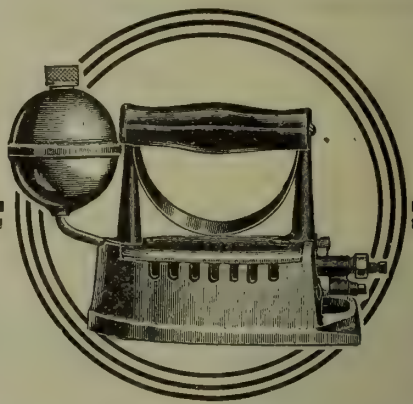
Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL



Only a Cent's Worth

of gasoline is required to produce sufficient heat to do four hours' ironing. Tell that to your women customers as you point to

The Ideal Self-Heating Sad Iron

Tell them that it does away with going back and forth between stove and ironing board; that its combustion is odorless and perfect, that its heat is increased or decreased at will, and you'll be surprised at the string of customers you'll have after one sale!

Write us or your jobber.

Ideal Sad Iron Mfg. Co., Dept. B.
Cleveland, Ohio, U.S.A.

Made-up Cans and Trimmings

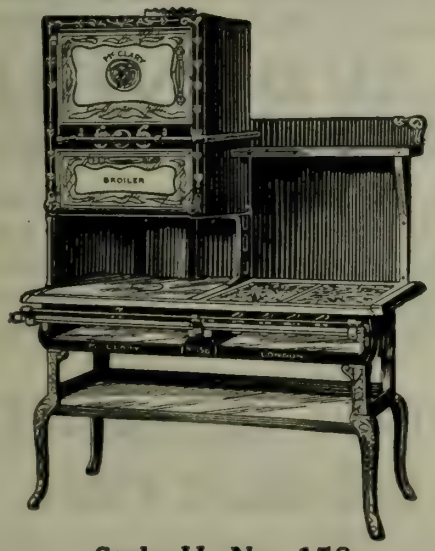
Milk Cans, Railroad and Delivery Cans



Cream Cans, "Samson" Hand Delivery Cans

We can also supply any trimmings required for these cans. We also carry a heavy stock of tinned sheets, all sizes and gauges.

"McCLARY" GAS RANGE



Style H, No. 158

We herewith show cut of 1911 Series style H, No. 158 Gas Range. The style H McClary Gas Range is considered the acme of perfection. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This Range is fitted with High Shelf, Right and Left Hand Oven, large 18-inch polished Cast Iron Griddle Plate, etc.

Send for booklet on the 1911 Series McClary Gas Range

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

RIGHT GOODS PRICES METHODS



have built up for a reputation in the trade that makes your dealings with us a pleasure and profit.

Our various lines of Eavetrough, Conductor Pipe, Elbows, Cornices, etc., are uniform in make and quality—a feature which saves much time on the job in getting them together.

We also make a full range of Skylights, Ventilators, etc., and invite your inquiries.

Better get in touch with us to-day

Wheeler & Bain

THE QUICK SHIPPERS

Toronto, - - Canada

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED **ONTARIO**

The COCHRAN PIPE WRENCH



And here is one of the secrets of its success, that users can see without your telling them—the rocker bearing that takes the strain which in ordinary wrenches is thrust upon the helpless frame pin. Any wonder it wins out? You can give a side twist or a sudden jerk and you make no impression on this rocker feature.

and it speaks for itself—good, strong selling points, too. Look at the bend in the hook jaw—see how strongly it is re-inforced? Powerful grip, with a quick get-away. It never locks nor crushes a pipe—guarantees not to.

FRAME AND HANDLE ONE SOLID PIECE

No small parts to keep together. Nut longer than on other pipe wrenches, reduces strain on threads. Cannot bind and gravity alone brings instant release.

Now don't calculate or guess what this wrench will do—you are enough of a mechanic to recognize the logical facts we set before you—the Cochran Wrench will do what we claim for it. Send us a trial order—our guarantee protects you—the progressive workman wants up-to-date tools—you can't afford to let your competitors get them before you do

Cochran Pipe Wrench Mfg. Co.

Canadian Branches,

70 George St., Ottawa 156 Lombard St., Winnipeg



A busy scene in part of Trinidad Lake digging asphalt for Genasco Roofing

Building for the Future

You who expect your business to go on next year and every year, and increase in volume and profit, are just the man to sell Genasco —the Trindad Lake Asphalt Roofing. Your customers build for the future, and they want Genasco because it is the roofing that lasts. It is the roofing that doesn't cause trouble or discontent; it gives continued satisfaction.

Genasco

the Trinidad-Lake-Asphalt Roofing

is permanently waterproofed with *natural* asphalt. The natural oils keep it full of life and vigor, and make it strong to resist rain, snow, sun, wind, heat, and cold. It is vastly different from ordinary roofings made of artificial asphalts, coal tar, or mysterious "compositions", which soon crack, break and leak. The reason is clear---ordinary roofings lack the life of natural asphalt, and their end is speedy and certain. Genasco dealers not only have the backing of "real quality", but the continuous and forceful advertising campaign for Genasco makes selling easy.

The Kant-leak Kleet is a leak preventative

It is a great feature that goes with Genasco. Makes seams absolutely water-tight without smeary cement, prevents nail-leaks, and doubles the satisfaction to your customer. Genasco is made in mineral and smooth surface---several weights. Fully guaranteed.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

Write us for samples of Genasco and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

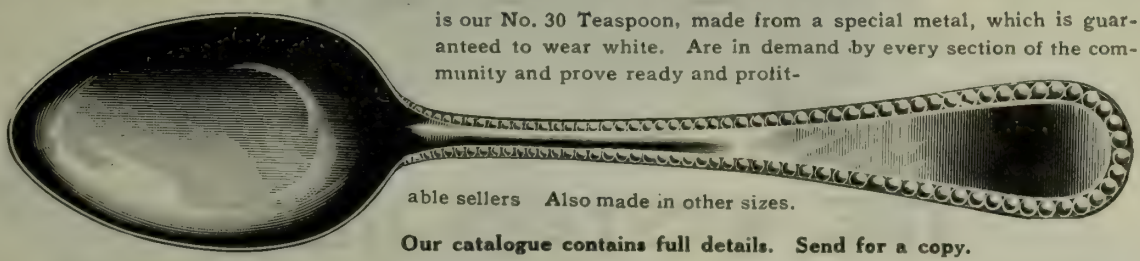
Cross-section, Genasco Stone-surface Roofing



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.

AN ATTRACTIVE, DURABLE SPOON



is our No. 30 Teaspoon, made from a special metal, which is guaranteed to wear white. Are in demand by every section of the community and prove ready and profitable sellers Also made in other sizes.

Our catalogue contains full details. Send for a copy.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS:---J. Mackay Rose, 88 McGill St., Montreal· N F. Gundy, 61 Albert St., Toronto: David Philip, 291 Portage Ave., Winnipeg.

The "Crown" Shingle
Patented 1909.



Crown Patent Steel Shingles

HARDWARE MEN AND TINSMITHS!

If you should guarantee to lay a roof that was cheaper to buy, cheaper to lay, handsomer, that could not crack or curl, and finally, that would outlast the building, what chance do you think your competitor offering prepared roofing, wood shingles, etc., would have?

You'd get the orders, wouldn't you? Well this is what you can do by using Crown Patent Steel Shingles. All you need to lay them is a pair of hands, a hammer and nails.

We'll send you samples and prices and you will be glad to get them too. Use a postal before you forget it.

McFARLANE-DOUGLAS CO., Limited, 250-260 Slater St., Ottawa.

PENINSULAR RANGES



THE WESTERN HERO

DESCRIPTION

No.	Covers	Oven	Weight
49-16	Four 9-inch	16 x 19 x 11½	285
49-18	Four 9-inch	18 x 19 x 11½	325

DUPLEX GRATES

The Western Hero has made good. It is highly finished, an excellent operator, very attractive, and can be sold AT A LOW PRICE.

Send for our new Catalogue

CLARE BROS. & CO., Ltd., PRESTON, Ont.

BRANCHES:

Clare & Brockest, Limited, Winnipeg.
Reynolds & Jackson, Calgary.
Race, Hunt & Giddy, Edmonton.
J. M. Kains & Co., Vancouver.
The Mechanics' Supply Co., Quebec.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

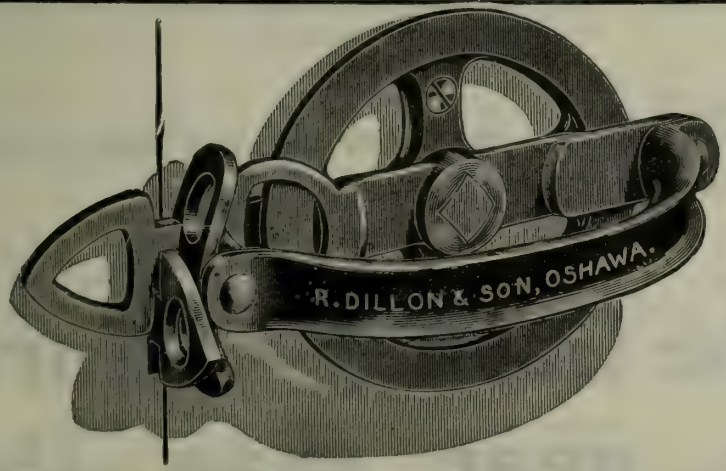
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



DILLON'S "UNIVERSAL" BARN DOOR LATCH

RIGHT or LEFT, SLAM or SLIDE. Adjust from ¾ to 2¼ inches
NO SPRINGS—Latest and best

MANUFACTURED BY

R. DILLON & SON, - - - SOUTH OSHAWA

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

May we send you a copy of our comprehensive catalogue? You'll find details therein of the very book suited to your individual needs.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

Three In One

We have just issued under one cover new booklet containing

First
illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials
and
Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

Those Cheques That You Will Have to Send Stove Concerns

WHAT WILL YOU HAVE GOT FOR YOUR MONEY?—JUST STOVES—OR REAL CLASSY STOVES—
OR SOMETHING MORE

A hardwareman has a lot to look after in the day's routine—Stock-keeping—Sales of about one hundred different classes of merchandise—Books—Window display—Collections—Pricing—With the variety of wares that a live hardwareman must handle, it's a difficult, almost impossible thing to study and use effectively every last modern wrinkle for the retail sale and advertising of a range—a real specialty.

Now we do that work for Gurney Oxford dealers. We have men who know the subject of stove retailing—know what a dealer needs to really help him corral the business in his neighborhood. We have prepared a book on this subject, showing exactly what we can do for you, Mr. Stove Dealer. Just exactly what aids are yours for the asking—What gratis assistance we will give you to pull business to your store.

SPEND THE TIME IT TAKES TO WRITE A POST CARD—AND GET THIS PROPOSITION—READ IT OVER. THINK OF IT APPLIED TO YOUR STORE.

Better be the Gurney-Oxford Dealer this year than the man against him.

GURNEY-OXFORD

THE GURNEY FOUNDRY COMPANY, LIMITED

GURNEY-OXFORD

Toronto, Montreal, Hamilton, Winnipeg, Calgary, Vancouver

MAKES THE JOB EASY!

If the hand that rocks the cradle, and likewise rules the world, knew how much easier the job would be with a range of the

COLONIAL LINE

in the kitchen, they would never buy any other. **Many of them won't.**

These Ranges are beautiful in appearance, an adornment to any home, economical on fuel, easy to regulate, fitted with loose nickel parts—a great saving of labor in cleaning—and are perfect bakers.

Mr. Dealer, it will be to YOUR interest to have this line on the floor, it has been a leader. "When you buy the Percival you buy the Best."

The Percival Plow & Stove Co., Ltd.

Merrickville, Ont.



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lift key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.

ATKINS

Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts, Metal Saws. A Perfect Saw for Every Purpose.



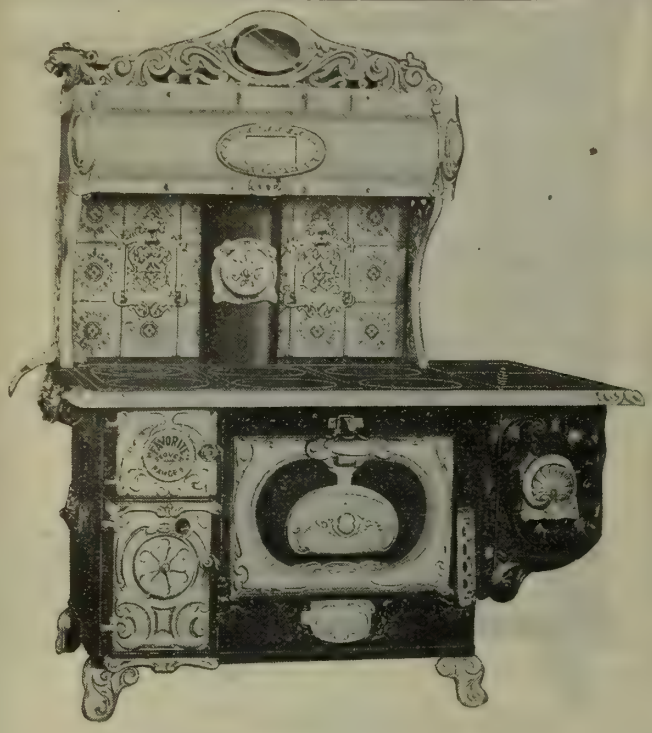
No. 190

E. C. ATKINS & CO., Inc.

MAKERS OF STERLING SAWS

Hamilton, Ont.

U.S. Factory, Indianapolis, Ind.



THIS is the Pruning Season, which is as necessary in your business as in the orchard. Profits, like fruits, grow best on branches that are pruned in season.

Specialize on the UNIVERSAL FAVORITE as your leading range. If will make you money and make you friends and cause your Stove Business to spread out and bear fruits like a carefully pruned tree.

The UNIVERSAL FAVORITE stands in the foremost rank as Canada's Greatest Steel Range because every detail has been developed with a view to convenience and durability, because it will do everything possible expected of a range, because it has more genuine points of merit, because it has class and style distinctively individual and its attractiveness demands the attention of the buying public.

SOLD UNDER GUARANTEE.

Write for descriptive circulars showing the Tiled Back Closet in natural colors.

Distributing Agencies:

D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.

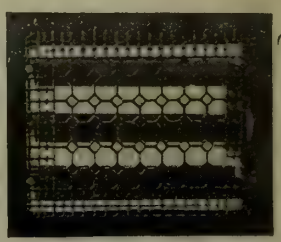
Findlay Bros. Co., Limited

Carleton Place, Ont., and Winnipeg



Empire Special, New Design

Interesting Floor and Sidewall REGISTERS



Floor Register

FLOOR AND SIDEWALL REGISTERS AND FACES

This "Empire" line of most up-to-date type of registers is "Made in Canada." In design, quality and finish, they are not surpassed by any similar goods made elsewhere.

Our "Empire Special" new design sidewall is made to supply the demand for a register with a large opening—is a neat, attractive design, at a reasonable price, finished in Black Japan, Oxidized and Nickel-plated.

Send for descriptive booklet, showing our numerous styles and designs.

The Canadian Heating and Ventilating Company, Limited

Agents—Canada Stove & Furniture Co., Montreal, Que.: Christie Bros., Ltd., Winnipeg, Man.: M. C. Drew & Son, Vancouver, B.C.

OWEN SOUND, ONT.

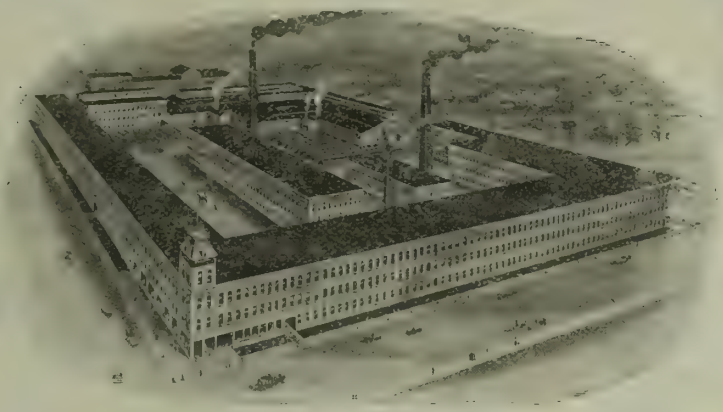
"Jewel" Stoves and Ranges

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton - - - Ontario

TORONTO
and
MONTREAL

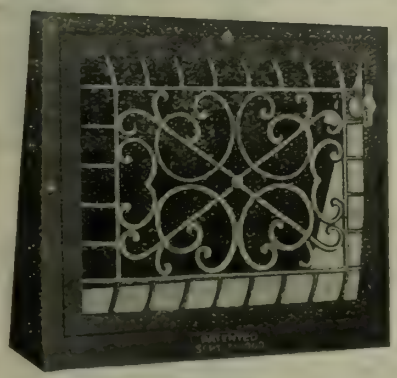


WINNIPEG
and
VANCOUVER

WHERE "JEWELS" ARE MADE

To the Western Trade:—We are now carrying a complete stock of STOVES, SCALES, FURNACES, CURRY COMBS and HARDWARE SPECIALTIES at Winnipeg and are prepared to fill all orders promptly. Correspondence addressed to us at Winnipeg will be promptly looked after. Our goods have always been popular with the Western Trade and our aim is to make them even more so by giving better service.

The Burrow, Stewart & Milne Co., Ltd., Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co.,Ltd.

Woodstock, Ontario

A CITY'S BUILDINGS ARE AS GOOD AS ITS ROOFS

IF YOU LIVE IN A WIDE-AWAKE CANADIAN TOWN
YOU WILL FIND PLENTY OF OPENINGS FOR THE SALE OF

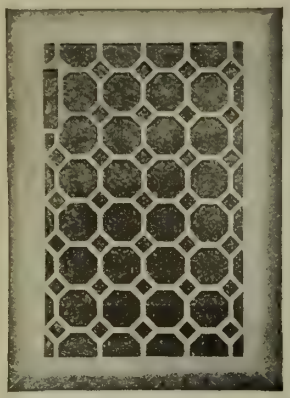
MALTHITE ASPHALT ROOFING

INEXPENSIVE, DURABLE and PROFITABLE



THE DOMINION ROOFING COMPANY OF CANADA, LIMITED

31 AND 33 FRONT STREET EAST — TORONTO, CANADA.



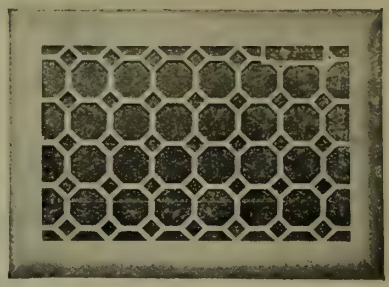
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

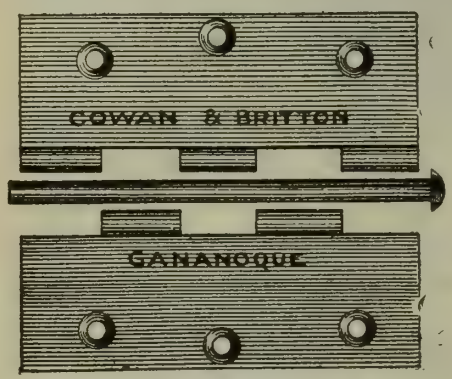
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



BUILDERS' HARDWARE HINGES, BUTTS

Do you want FINE Hardware? We are headquarters for the Finest Quality Builders' Hardware, including Butts, Hinges, Hasps, Staples, Nails, etc. The durability, economy and efficiency of our goods have given them a reputation that is our **BEST ADVERTISER.** You will be one of our **Satisfied Customers.** *Write us to-day for catalog.*

COWAN & BRITTON, GANANOQUE, ONTARIO





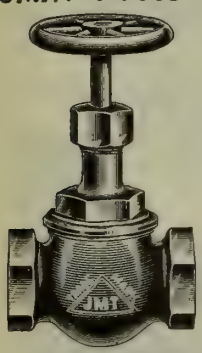






When your customer asks for ***PLUMBING GOODS*** or may enquire for ***STEAM GOODS***

J.M.T Valves



They Last

Be prepared to offer him the best, a line that is known for durable and efficient service.

Impress him with the fact that an article for use under steam or water pressure is liable to give trouble and annoyance if quality is not considered.

J.M.T. Specialties and MORRISON SUPPLIES are fully Guaranteed

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West TORONTO

22 Men Average $24.50 A Week

This is the record of twenty-two circulation representatives of the MacLean Publishing Company, for the week commencing April 3rd and ending April 8th, 1911.

Do you realize that the most competent business man of to-day is the one who has had experience in selling, who has attained the qualities of a salesman?

No work affords such possibilities for this training as does circulation work.

The MacLean Publishing Co. have a number of attractive positions open for men to represent their thirteen publications. The work could be handled during spare hours.

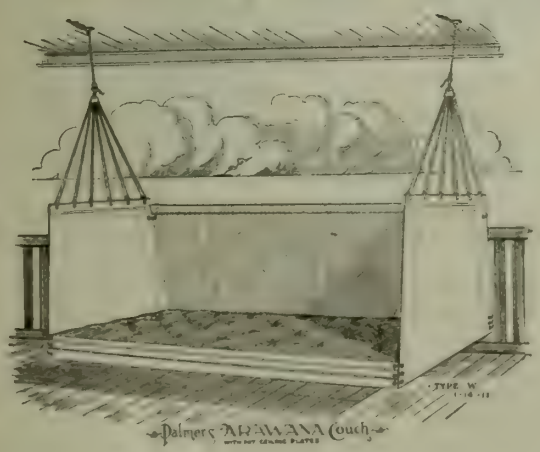
The record stated above of 22 of our representatives, illustrates the possibilities. You have an equal chance.

Write for particulars to

MacLEAN PUBLISHING CO.

149 University Ave. **oronto**

Palmer's Arawana and Monarch Hammocks



A standardized line of Couch Hammocks, easily dismembered and permitting of partial replacement.

The original, largest and best equipped Hammock Plant in the country.

Send for catalog of Arawana and Couch Hammocks, illustrated in colors.

The Couch Hammock here shown can be used with end raised; or with end down and flat as a couch.



Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings, and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.

The I. E. PALMER CO.,

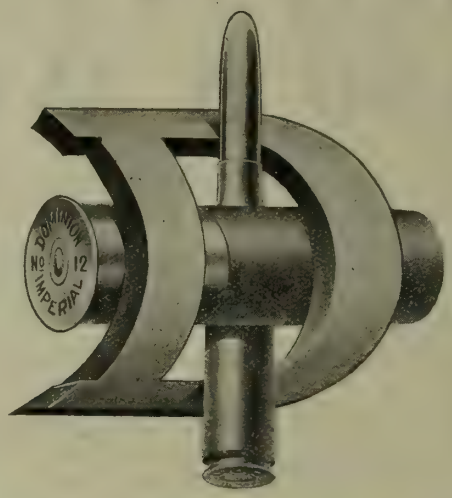
Middletown, Connecticut. New York Office: 55 Worth St.

Canadian Representative:

R. N. SCOTT, 200 McGill Street, Montreal, Que.

DOMINION

This trade mark is our guarantee to you, and yours to your customer, of perfect quality.



This trade mark means a reputation to us, profit to the dealer and satisfaction to the consumer.

AMMUNITION

Dominion Cartridge Company, Limited

MONTREAL, CANADA

THE NEW .22s MAKE A WORLD'S RECORD

REMINGTON UMC TRADE MARK "LESMOK" 22s



Accurate—Dependable

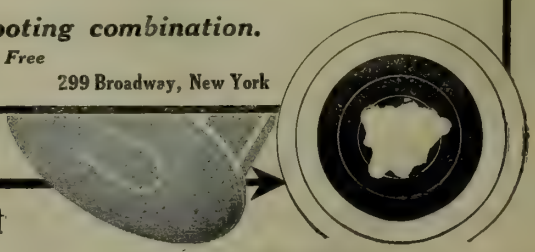
THE accuracy of Lesmok .22s enabled Dr. W. G. Hudson, January 31st, to break the world's 100-shot gallery record with a score of 2482 out of a possible 2500.

The accuracy of Lesmok .22s enabled Arthur Hubalek, March 14th, to break Dr. Hudson's World Record with a score of 2484 out of a possible 2500. The accuracy of Lesmok .22s will enable you, too, to break all your previous records. Make out your next order for the new accurate .22s—Remington-UMC Lesmok.

Remington-UMC—the perfect shooting combination.

Send for Set of Targets, Free

Remington Arms-Union Metallic Cartridge Co., 299 Broadway, New York



The record-breaking target

100 shots at 75 feet

Motor Supplies Offer Opportunity to Sure Profit

Hardwaremen Should Cater to the Needs of the Motorist—A Steady Demand is Assured—Splendid Opportunities is Sale of Dry Batteries—Display is a Potent Factor in Sale of Sporting Goods.

A splendid opportunity has been neglected by a large proportion of hardwaremen. The handling of automobile sundries offers a wide scope for profitable trade; but how many hardware dealers are carrying motor car supplies? The proportion is not nearly as large as it might be in view of the circumstances.

In the first place, motor supplies are a legitimate hardware line. Tools, batteries, gasoline, are all in the province of the hardware dealer. In the second place, the hardware store is the only place in many sections where the motorist can go for supplies. The garage is found only in cities and large towns, and electrical stores are not found everywhere. The result is that in many sections the motorist has nowhere to turn. If he runs short on gasoline, he goes to the nearest hardware store and gets a supply, but if he needs anything else, he is in a fair way to be stranded. The hardware store may perhaps be handling dry batteries, tools and motor repairs; but it is two chances to one that it won't, and the owner of the car will have to lay up until he can get the necessary goods shipped out to him.

The hardware store is the place to which the motorist naturally turns, if there is not a garage in sight. The dealer does not, therefore, find it necessary to fight for recognition as a handler of automobile supplies. His trade is already made for him. Furthermore, the demand is not of doubtful extent. It is continuous and growing larger every day. It is highly satisfactory, for the average motorist is willing to pay the price and pay it down. He is almost invariably a man with sufficient of the "root of all evil" and is much more interested in getting what he requires and starting again on his trip than in haggling over charges.

It is a wise plan for the hardware store to carry a fairly complete line of motor necessities. The stock is not bulky, it is easily handled, and carries a good margin of profit. In many sections there would be absolutely no opposition and a fairly continuous demand. Is there anything to be said on the negative side of the question?

Went After the Trade.

If a thing is worth doing, it is always worth doing well. Therefore, if motor supplies are taken up, it pays the dealer to handle the department on an up-to-date basis. A sign of some kind should be put up at the front of the store, to show that such goods are carried. Other measures of attracting business have been resorted to with a considerable degree of success.

For instance, a hardwareman in a western Ontario town, placed neatly-framed signs in all the hotels in the place, calling attention to the fact that he was in a position to supply motorists with everything they might need. By this means he secured more business than would otherwise have came his way. Motorists who stopped at any of the hotels invariably came on to his store, if they happened to be needing anything.

Handling of Dry Batteries.

There is always a good demand from the drivers of automobiles for dry batteries, but the trade in this line is not in any sense confined to motorists. Every householder who boasts a door bell will need batteries at some time or other, every farmer who operates an engine will be a steady customer. The possibilities of trade are unlimited.

Last fall, in the middle of the harvesting season, a manufacturer interested in the production of electrical supplies happened to be touring through a section of the west in an automobile. He was almost amazed at the difficulty experienced in getting dry batteries and other supplies. Gasoline could be obtained at practically every hardware store, but the accommodation stopped there. They had to carry supplies with them in large bulk or count on being stalled regularly.

In the neighborhood of Souris, Manitoba, they stopped at a farm house and found the proprietor reduced to a state of almost distraction. He had run short of dry batteries and could not operate his engine. Consequently, work had been stopped, and as it was the busiest season of the year, the farmer saw dollars melting away with each hour that work was held up. Enquiry elicited the information that there was not a store within a radius of many miles which handled dry batteries. The farmer had to wire to Winnipeg and pay the express rates on a package of batteries. The expense, not counting the time lost, was in excess of what the goods would have cost him at a local store. The loss was not entirely the farmer's in this case; the merchants who would have got the trade, had they carried batteries, lost something as well.

Trade is Growing.

Electrical lines and motor supplies are gradually being taken up now. Many dealers have embarked in this new enterprise during the past year or so and have found it highly profitable. The St. Mary's Hardware Co. started in the dry battery business last fall and have been getting a good share of business. Most Toronto hardwaremen are now in the same line and are finding it highly profitable.

Sporting Goods Department.

The handling of automobile supplies is quite in line with the carrying of sporting goods—and practically every hardwareman is now doing a lively trade in that respect.

The sporting goods department is well worth attention. The demand is not confined to any one season. During the winter the curlers, hockeyists, skaters, etc., hold the boards; in the spring the fishermen and trap shooters are busy; in the summer and fall, the baseball, lacrosse, cricket, football and tennis enthusiasts are active; the golfer is pretty much an all-season man. There is, consequently, an almost continuous demand, with only brief periods of inactivity.

Display sporting goods well and sales will follow quicker perhaps than is found to be the case in any other department. The desire for possession is awakened in the sport lover by the sight of a particularly desirable article. A fisherman has not the power to go past a display of tackle, rods, etc., without stopping, any more than he has the will power to resist the temptation to buy if he has the price handy.

Last week Warren & Ellis, Yonge St., Toronto, exposed half a dozen canoes for sale on a narrow strip of vacant land adjoining their store. In three days, only two of them were left, and a number of parties were negotiating for the remaining pair. If it were found possible to clear out a stock of high-priced articles in such expeditious fashion, merely by displaying them to advantage, it should be possible to work wonders in the same way with smaller and cheaper articles.

The Ideal Buyer

Will be Truthful and Courteous to Travelers—Will Not Play One Traveler Against Another— The "What-is-There-in-it-for-Me" Type of Buyer Despised—It Pays to Win Respect of Traveling Salesmen.

By A. Fraser Little.

Manager and Buyer, Regina Trading Co., Regina, Sask.

The ideal buyer is first of all a man of character—a man who can be trusted; whose word is as good as his bond, and who never betrays confidences.

He is a man of few words, who thinks before he speaks, who knows what he wants; who sees all that is to be seen; hears all that is to be said and then honestly exercises his own best judgment in the selection of his goods. No honorable ideal buyer, in order to obtain lower quotations, will stoop to the method of telling Jno. Smith, the traveler, that Tom Jones, his competitor, offers a line at 10 p.c. less, whether this fact be truthful or otherwise. He will first thoroughly inform himself on the market price, quality, style, etc., and then buy his goods where he finds the best assortment and values. He will do these things without quibbing, bartering or bantering.

The commercial travelers will thus soon learn that to win his business they must at once offer him their best, at their lowest figures. Furthermore, they will not hesitate to do this because they have learned that he is honorable, that he will not divulge secrets, that any special advantage offered him will not be "advertised."

Because it is Right.

The ideal buyer will be as thoroughly courteous to those who are seeking favors as he is to those of whom he may be seeking favors. He will do this because it is right to do this and because he knows that to-morrow he may have occasion to ask favors from the seller who to-day is asking him for favors. He will treat the commercial man as a gentleman; he will, in justice to himself, in justice to the firm he represents, never decline to inspect desirable goods that are already displayed in the traveler's sample room; he will keep all appointments which he makes.

Account Worth Cultivating.

Then, too, knowing the power that comes from concentration, he will not scatter his orders and make numerous small purchases from numerous houses; instead, after informing himself on the market, he will buy from the fewest posible houses so as to make his account worth cultivating. He can reasonably expect better treatment in the way of special prices, terms, discounts, etc., from any one house from whom he buys say $10,000 worth a year than from any ten houses from whom he buys only $1,000 worth each year.

Free From Undue Influences.

The ideal buyer must be thoroughly independent; this is very important, nay, imperative. He must be free from all undue influences on the part of the commercial travelers. He must accept no gifts, no inducements whatever from him. He must be clean-handed, for what is more to be despised than a buyer of the what-is-there-in-it-for-me stamp?

Will Win Their Respect.

He must be able to judge between the competing articles or lines of goods purely on merit. The commercial man must be made to understand that the buyer can be appealed to in but one way only —the best goods and service at the lowest prices. By strictly adhering to this policy, the buyer may not win the title among the commercial travelers of being "a good fellow," but he will win something of far higher commercial value. He will win their respect, their esteem and their confidence.

The Man Who Knows.

The ideal buyer will never go to a sample room with his mind at a loss to know how much or what he means to buy. In his own office he will carefully have prepared a memoranda of the limit of quantity, etc., he plans to buy of every particular line, and he will confine himself as strictly to such limit as his memoranda calls for, as the market or the changes in style will permit. He is thus likely to be saved the mistake of over or under buying—faults that often seriously cripple the department or house for which he buys.

His Purchases Will Have Merit.

The ideal buyer, as a rule, follows the policy of buying lightly and replenishing frequently, as this policy will demand the least capital, give him the freshest assortment, lessen his losses on over-stocks, and place him in a position to profit by the mistakes of others who over-buy or overload in thus being open to handle in consequence their clearing surpluses.

Individuality of Value.

Then, to avoid needless price-cutting, the ideal buyer will strive as far as possible to secure exclusive styles and brands. These styles and brands and designs he will offer will have merit and will not readily be found among his neighbors or competitors. This will give to him an individuality that will have an important commercial value.

Some Hints on Buying Rope

The Term "Pure Manila" Not an Infallible Guide—Breaking Tests Impracticable for Most Purchasers—How to Detect the More Common Adulterations — Reputation of Makers a Good Guide.

At a time when the purchase of all sorts of materials on specifications is coming near to being the rule with the most prudent purchasers, it is a matter of some practical importance that one of the most commonly used materials—namely rope—does not readily lend itself to specification. It is, of course, easy to say that any proposed rope supply shall be "pure Manila," shall weigh a certain number of pounds for a specified length, and shall have not less than a certain specified breaking-strength. Breaking-strength tests, however, are not practicable for the ordinary purchaser of rope, as, for instance, the contractor who needs a new rope for a hoist, and propbably needs it in a hurry. Such tests, though difficult to make accurately enough for comparison of different brands, have a high value in their proper place. But it is not true, to take one example, that ropes of the same breaking strength are equally good for the purchaser. Of two equally "strong" ropes, one may be of greater diameter, and so may cost more, being sold by the pound, than the same strength in a smaller and really better rope. Breaking tests, moreover, prove nothing as to the comparative durability of two ropes under the conditions of actual use, exposed to the weather.

"Pure Manila" Used in Different Qualities.

Insistence on "pure Manila" might seem to be enough for the comparatively small purchaser, and this test, if it can be enforced, certainly has a certain amount of merit, provided the inspector knows Manila from Sisal, for instance. So-called "pure Manila rope" has been found on the market which was made, not of Manila, but of sisal from discarded binder twine. Some of the grosser adulterations, like loading or lubricating of the core of rope "in order to reduce friction and prevent breaking of the fibres" — and incidentally to add weight to the rope—can be discovered by the inexpert.

But even "pure Manila fibre" does not tell the whole story of the final quality of the rope. Give two cooks the same amount of pure apples, pure flour, sugar, lard and salt, set each cook to making a pie, and the two pies will inevitably, or almost so, turn out to be of quite different quality when they come

from the oven. Everybody knows that this question of skill in manufacture is of the utmost importance in relation to pies. Yet people spend many thousands of dollars on rope, even on "pure Manila rope," without seeming to recognize that it is more difficult to make a good rope than a good pie; and that with rope, skill in manufacture is almost if not quite as important as the character of the fibres of which the rope is composed.

Great Deal Depends on Manufacturing Skill.

Workmanship in rope making is of the greatest importance to the purchaser. Give two rope-makers each a thousand pounds of the best Manila fibre, long and well dressed, and those two rope-makers will turn out ropes almost certainly of unequal strength. The strength of a rope depends upon the friction between the fibres of which it is composed. The amount of this friction, and so the strength of the rope, depends on the way the fibres are put together. The rope-maker with the greater knowledge and skill in putting his fibres together will get the most friction pull between the fibres, and will make the strongest rope.

This is true not only of the longest Manila fibre ropes, but is equally, or perhaps even more, true in ropes which have to sell for a price that will not allow of making the rope wholly of the longest fibres. Ordinarily Manila fibre ranges in price from 4½ to 8 cents a pound, and because of the demands of purchasers, much rope has to be made of a mixture of various grades of Manila, all of it "pure Manila" so far as its being real Manila is concerned. But in rope of this grade the question of skill in manufacture is even more important than in rope made of long fibres. To go back to the illustration of the two cooks, it is a question of making a good dish out of odds and ends of meat. As every man knows, many a cook who can make a delectable angel cake, or turn out a good roast of beef, can't put odds and ends together with a crust and flavor the whole thing so that it makes a "bully" dinner dish; and other cooks can do this.

It is the same with rope of several lengths of fibre. Here the skill of the manufacturer counts for everything in combining the fibres so as to get from them the utmost possible strength. It is a fact that a very skillful maker can get a better rope out of mixed lengths of fibre than an unskillful maker can get from all long fibre.

Durability the Main Requisite.

Besides the question of strength, the purchaser has to consider another question—that of durability under the actual conditions of service. A cheap rope may serve well for a time, and finally go to pieces, not because of too much actual pull on it, but because it is so unskillfuly made that it rapidly falls apart under small twists and kinkings, wetting and drying, and other more or less accidental tests due to practical use. Durability is the result of good workmanship.

Therefore, we come down, finally, to the choice of a first class brand of rope as the most practical way in which the ordinary buyer can protect himself. Reputation for good rope means even more than good workmanship in making rope; it also means knowledge gained only by experrience of the most efficient scientific bending of fibres. When such a reputation has endured for a long time, the buyer may be assured of the best value, and the best rope. There are few manufactured products in which knowledge and skill in making are so important to the quality of the product as in rope, and few products in which unskillful making is so little evident to non-expert inspection.

A System for Guiding the Buyer

Keeping Record of the Store's Selling Capacity — Value of Knowing Sales of Previous Years — A System Successfully Carried Out by Watts & Bate, St. Catharines.

To prevent haphazard buying and contract making, Watts & Bate, of St. Catharines, Ont., have a very effectual though simple system, of recording sales of their principal lines, month by month.

The object of this system was to keep the management more closely in touch with the business, but more especially, to place before the buyer, a summary of business done, which would guide him in making contracts for a season's supply, or in specifying deliveries on contracts, or even in placing regular orders.

How it Works Out.

To illustrate the point more clearly, Suppose a traveler selling screen doors, offers a very attractive price proposition on an order of thirty dozen doors. This might look like a very large quantity, to the dealer, and he would hesitate about taking advantage of the low price, through fear of having a considerable portion of his stock left on hand. If he had a record book handy which could tell him, in a minute's time, that he had actually sold twenty-five dozen screen doors the previous season, he would have little hesitation in contracting for thirty dozen, considering the increasing public interest in the anti-fly crusade.

Helps in Making Specification.

There is another point in which this record is of great assistance. It would not be of much assistance in making up a specification, to know the total number of doors sold in a season. Probably four, or at any rate three lines will be carried in stock—to sell, say, at $1.50, $2 and $2.50. The dealer who has not a grip upon his business, would be at a loss to know what quantities of each kind to specify, and it might prove a serious detriment should he stock too many of the first grade, and too few of the cheaper lines.

The record of the past year's sales, which would tell him how many of each line he sold, would be invaluable to him, for he would naturally be safe in specifying in the same proportion, for the coming season. Moreover, he would know to a nicety what deliveries to specify, because his record would show the sales of the previous season, month by month.

No Red Tape.

As carried out by Watts & Bate, this system entails no red tape, and it is so simple that Mr. Watts finds himself able to keep it up without assistance, by spending a short time on it, once a month.

An ordinary account book is used for this purpose. A certain number of pages are allotted for each of several lines such as cement, wire fencing, rope, screen doors and windows, nails, and other goods which are ordered in considerable quantities. At the end of each month, Mr. Watts runs over the invoices which have been received during the month, and enters under each head the quantities which have been taken into stock. For instance, in the case of cement, the book might look something like this, at the end of the year:

CEMENT—1910.

	Usher's	Portland.
January	90	
February		
March	50	226
April	226	226
May	450	900
June	226	900
July		226
August	50	50
September		90
October		
November		
December		
Total		

Watching Yearly Progress.

Watts & Bate have kept this record ever since they have been in business, and any time that they desire to know how trade in any particular line has been progressing, it takes only a few minutes' time to secure the information. If it is learned that business has fallen off in any line, an explanation of the fact is immediately sought, and greater energy applied to that branch of trade.

This is the kind of system that makes business a pleasure, instead of a continual worry. The dealer who can keep close tab on his business by having it properly organized, without working himself day and night, will be a better business man and will keep his health longer than the one who is satisfied to plod along with only an approximate idea of where he stands.

HARDWARE AND METAL

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SECURING THE NEW FAMILY'S TRADE.

At this time of year, every neighborhood witnesses somewhat of a change in population. The moving microbe is in the air, and people are migrating from one town to another, or from one section of a town to another. New families are setting up their households within an easy radius of nearly every hardware store in the country. And they will all need hardware.

Moreover, the months of May and June are notorious for the numbers of absolutely new families who "take up house." This is the season of weddings, and every wedding means a prospective annuity for the hardwareman, if he will but take the proper steps for making himself solid with the new families.

In the larger cities, retail merchants of all kinds carefully watch for newcomers in their district, and lose no time in making themselves acquainted. Young couples, upon returning from their honeymoon, are likely to find their letter box choked with letters, circulars and cards, telling them where to buy this, that and the other, and these cards are soon followed up by personal calls.

It is surprising how small a circumstance will sometimes start trade going through certain channels. A personal solicitation of a new family's orders may result only in the immediate sale of a package of carpet tacks, but a continuance of their patronage is almost certain, if their initial order is courteously received.

A RECORD YEAR OF SCREEN SALES.

Every condition is favorable to the largest business in screen doors and windows, that has ever been done in a single season. The sudden warm spell which ushered in the late spring, is likely to cause an equally sudden attack on the part of the "typhoid fly," which will be swarming into the unprotected houses, in a very short time.

It is safe to say that every one who reads, is in a mood to buy screens. The newspapers, as well as the weekly and monthly magazines, have devoted an extraordinary amount of space to this subject, and strong articles by famous medical men and experts on sanitation, have aroused the public to the great danger of admitting the typhoid fly into their dwellings.

The extermination of this pest, is a big problem which will take years of unremitting effort, to solve. An easy method, however, is available for shutting the fly out of homes, stores and hotels, and thereby rendering it comparatively harmless. This method consists in screening every entrance, whether it be door or window, and it is being advocated so forcibly, that there are few who do not recognize, in it a ready means of protection against the disease germs which are disseminated by the house fly.

Let every hardwareman become an active crusader in the so-called "swat the fly" campaign. With the co-operation of the local newspaper, public sentiment may be worked up to the buying point, and judicious salesmanship will do the rest.

A large Hamilton hardware store sold over two hundred screen doors in one day, last week, as the result of a well designed advertisement, followed up by tactful solicitation of customers, on the part of every clerk in the establishment. This one instance shows what possibilities there are in the screen door business, and it should encourage every dealer to unwonted exertions during the next few weeks. Advertise screens, push them hard from behind the counter, and make up your mind that, if you sold ten dozen screen doors last year, you will make it fifteen dozen this season.

SIGN PROVES BAD ADVERTISEMENT.

The writer has had occasion to pass a certain hardware store several times during the past two weeks. The first time there was a sign in the window, "Special Sale To-day Only." The second time, although several days had elapsed, the sign was still there. It has remained in the window ever since and bids fair to become a permanent fixture.

As a means of drawing trade, that sign lost all value long ago. It has now become nothing but a public evidence of the indifference of the dealer and the carelessness of his methods. Furthermore, it bids fair to deprive the dealer of the oportunity of ever holding a bona fide sale. If he happened to announce one, people would not know whether the announcement referred to something real or an event which occurred at some remote stage of the store's history.

The public are quick to note such things. They judge a store pretty much by outside appearance and that sign is one of the poorest advertisements a store could have. Every dealer may well look his premises over and see if he has unwittingly been allowing anything of the kind to give his store a bad appearance.

CONSIDERATION DUE THE TRAVELER.

The attitude of the merchant toward the traveling salesman should be based on business principles. The merchant should accord to the representative of the manufacturer and jobber the same consideration and attention that he in turn expects from his customers.

This is not always found to be the case. A contemporary, the Ironmonger, cites the following incident to show what the traveleing man has sometimes to contend with. The senior partner of a big importing house, being not altogether satisfied with the returns of a junior traveling representative, called the young man into his room and asked him to give a demonstration of how he tried to sell merchandise. The traveler did so in a manner, respectful, dignified and convincing, but the proprietor thought that he could improve upon it, so he told the salesman to set at his roll-top desk and play the part of a retailer, while he went outside to act the drummer. The chief, outside the room, knocked at the office door. No answer. He knocked again and louder. Still no answer. So he opened the door and walked in, to find his erstwhile salesman with his feet on the roll-top desk and a pipe in his mouth. "Get out o' here!" he shouted to

the supposed salesman. "But you don't know what I ——" "I don't want to know ! I don't care what you've got, or who you are !" blared the man at the desk. "You're the sixteenth salesman who's called here to-day, and that's enough for me. Git !"

This anecdote may be tinctured with a certain degree of exaggeration but it is nevertheless true that the traveling man frequently has to face indifference and even discourtesy. It is in the interests of the retailer to at least give the traveler a hearing. He may have something worth while to sell and, in any case, is a fellow salesman and as such deserving of friendly consideration.

An unfair burden placed

The situation created by the passage of the new "Offensive Weapons Act," is in many respects unfortunate. It threatents to seriously cripple a legitimate branch of trade, it imposes very trying restrictions and duties on both wholesaler and retailer, and creates a total loss on all unnumbered revolvers carried in stock.

It is quite plain that those who drafted the measure did so without considering the question from every standpoint. The result was the drafting up of clauses which, now that they are law, hamper trade in a manner that was surely never intended. Had the lawmakers paused to consider the position of the wholesaler and his relation to the retailer, they would doubtless have planned out the measure differently from the way in which it stands at present. It is, therefore, quite apparent that a wise move would have been to have heard from the interests most affected, before putting the measure through the Legislature. Even now that it is through, the matter should not be allowed to drop until some provision has been made to remove the unfair burden placed upon the hardware trade.

The intention behind the Act is good. The prevention of crime is a first necessity. But to enact a measure so sweeping in its nature that it is bound to hamper trade and cause heavy losses, when there is no necessity, is unfair to the interests affected.

COURAGE NEEDED IN BUSINESS.

To be successful in the retail business, a man requires to be gifted with a considerable degree of courage. In the course of every business, problems will arise which the proprietor cannot evade, but which involve a certain amount of risk. For instance, many a merchant is anxious to put his store on a cash basis but stands, as it were, trembling on the brink, fearing to take the plunge for fear of unforeseen consequences. Others keep their stores open every evening although they feel convinced that it would pay them to close at an early hour. They are held back again by that lack of courage to go ahead and do the thing, which they know to be right and sensible.

The wise merchant takes the plunge and comes out on the right side—the side of larger profits and better business. The timid trader remains on the other side and looks longingly across, but is continually kept back by his fears and scruples.

Recently the management of one of the largest retail hardware stores in the country decided that it would be wise to close at an early hour on Saturday evenings. Investigation showed that the amount of business done on Saturday evenings was so large that to close early would seem like deliberately lopping off a large percentage of the business. The management felt that the trade would come back some way or another, but the risk looked big. Finally, however, they took the step and set an early hour for closing on Saturdays. The results more than rewarded them for their courageous attitude ; not even at the start did the volume af business, calculated by the week, show any diminution. It was soon found that Monday's sales had been doubled and that the other days of the week had each received a share of the business which the staff had formerly devoted Saturday evenings to securing.

POINTED EDITORIALS.

Canada is the chief market for the tin plate exported from the United States. It is said that nine-tenths of the total shipped out comes to this country.

* * *

The aggressive retail salesman never has something "just as good." Instead, he always has something much better and, what is more, he is able to prove it.

* * *

We notice that quite a number of hardware merchants are adopting the "Store News" style of advertising. It is very effective, as a change, when the idea is properly carried out.

* * *

The opening of the Eastern League baseball season, in the Canadian cities, this week, will inflame the "fans" all over the country, and provide an impetus to business in the sporting goods department.

* * *

The sudden change of weather, this week, has started off spring business with a rush, and retailers in every line, are benefiting. Hardwaremen are getting a big share of the money which has been loosened by favorable weather conditions.

* * *

A correspondent of the London Graphic relates that he witnessed in Fez the hanging of a merchant by the wrists until he was dead for giving false measure. The pursuit of business in Fez seems to be attended with a greater degree of risk than most men would care to incur.

* * *

The high price of linseed oil is boosting the sales of prepared paints, this season. Those who formerly bought their lead and oil separately find it much more economical to use mixed paints, which have not advanced proportionately with linseed oil.

* * *

Several hardware dealers are reported to be engaged in stock taking at the present time. The adage "better late than never," probably holds true in such cases but the loss to trade experienced by leaving off the making of an inventory to this busy time, will be very serious.

* * *

Advertising is a salesman that is always at work, but never wearies a customer; that calls on the same man until he is convinced, but never annoys him with his insistence; that wastes no time, wastes no words, and that can always gain an audience and a hearing. Alone among salesmen, advertising has free access to the libraries of President Taft and Mr. Morgan; it marches unchecked past the secretary of the big merchant and enters without hindrance the store of the retailer. When it cannot tell its story to a man in his office it can always gain his attention in his home. No country is so remote, no village is so dead, that it does not go there for orders and get them.—Saturday Evening Post.

Strong Objections to Fire Arms Act.

Conference With Heads of Attorney-General's Department Not Arranged—Dealers Complain That Their Trade Has Been Stopped Entirely—Wholesalers Have Refused Oredrs—Some Opinions are Expressed.

The situation with reference to the sale of goods which come under the restrictions in the new "Offensive Weapons Act," is becoming more acute each day. With the power thus placed in the hands of the police, it is possible that in some sections the sale of revolvers will be stopped almost entirely. The restriction bids fair to become a practical prohibition.

It is working out that way in Toronto, according to the retail dealers. A representative of Hardware and Metal visited a number of dealers in the Queen City this week and found that business in revolvers with them was at a standstill. "We haven't sold a revolver since the Act was passed," said Mr. Warren, of Warren & Ellis. "It looks as though we would not be able to sell any."

Mr. Warren stated that he had had a number of customers call and had directed them in each case to the police authorities. Some had decided to let the matter drop rather than bother getting a permit. Others had applied and had met with a polite but firm refusal. One who failed to get a permit was a young fellow who was going north prospecting. He wanted a revolver for purposes of self-defence; but the police did not see fit to grant his request.

Other dealers had the same report to make. Absolutely nothing had been done in the way of business and not a single case was found where a revolver had been sold. It is understood, however, that the provincial police have granted some permits.

Who Will Bear Loss?

This raises the question, who is going to bear the loss? If the same rigid policy is maintained, retail dealers will find it well-nigh impossible to dispose of their stock.

There will be some loss also for the dealer who has cheap revolvers in stock. It is not now possible to sell goods of this kind. The wholesaler, who has a stock of unnumbered revolvers on his hands, will possibly be able to ship it out to other parts but what will the retailer do? That resource will not be open to him.

A Protest Lodged.

A protest has been lodged by the Ontario Retail Hardware and Stove Dealers' Association. A circular and a copy of the act were sent out to each member.

Position of Wholesalers.

The position of the wholesaler is still undefined. Must a permit be received from the dealer before goods can be shipped?

Until such time as this much mooted question has been solved, the position of the wholesaler will be hedged with much uncertainty. Local jobbing houses are refusing orders for revolvers in the meantime.

It has been suggested that the difficulty could be solved by issuing traders' licenses to the dealers. It would still be necessary, under such a provision, for the public to secure police permits before purchasing but the dealer would be permitted to buy from the wholesaler without taking any other steps. Such a provision would relieve the trade of much troublesome detail and red tape but would still leave it in the power of the authorities to trace all sales right through the various stages of exchange from the manufacturer to the public.

Audience Not Arranged.

An effort was made to arrange a conference between the Attorney-General and a deputation from the wholesalers but so far nothing definite has resulted. The reply received from the department was to the effect that no good could be done at the present time.

There is a strong feeling among the wholesalers that a conference would result in much good. It would serve to untangle a few of the knots and straighten out the doubtful points. It would further serve to show the adverse effect the present measure is certain to exert on trade and to open the eyes of the authorities to the hardships, which will be entailed on wholesaler and retailer alike.

"It would have been better if we had been given a chance to state our position first," said one wholesaler, emphatically. "It is a case of the lawyers drafting laws for business men, without an eye to the best interests of all."

Will It Have Desired Effect?

There is a tendency on all hands to question the power of the new enactment to accomplish the object desired. It will be possible to secure revolvers from the other provinces. Unless this practice can be stopped, the Act will not prevent the sale of weapons to undesirables—for it would, of course, be the undesirable element who would resort to such a practice—until the other provinces adopt similar legislation.

Prohibit Sale of Cheap Goods.

Mr. Kennedy, of the Kennedy Hardware Co., when seen by a representative of Hardware and Metal, expressed the opinion that the measure as it stands now was bound to prove very detrimental to trade. In his opinion, the best way for the authorities to have grappled with the problem would have been to have prohibited the sale of cheap goods. This would have kept weapons out of the hands of undesirable persons.

Mr. Gilverson, of Rice Lewis & Co., stated that he trusted the matter would be adjusted properly soon. In his opinion such legislation would work better if made operative in all provinces, thus preventing the sale of revolvers in one province for use in another province where restrictions had been placed.

Measure Too Sweeping.

"While there is some reason for an enactment of this kind," declared another jobber, "it does seem that they are going out of their way to place restrictions of this nature. At least 99 per cent. of the revolvers are sold for perfectly legitimate purposes. People buy them to keep in the home or office, or for pleasure. Cannot some way be found to prevent the 1 per cent. from purchasing revolvers without cutting off the 99 per cent. of people who either need a weapon or desire one for pleasure?"

"The act is so drawn up that the wholesaler is seriously hampered," he continued. "In fact, we don't know where we stand and have been refusing to fill orders on that account."

Dominion Permits Needed.

It should be understood that the new measure does not provide for the carrying of weapons but refers only to the sale. In order to carry a weapon, it is necessary to have a Dominion permit just the same. This does not affect the dealer, however. He can sell to any person holding a provincial permit to buy, whether they hold a permit to carry a revolver or not.

How About Blanks?

Under the new measure, each dealer is supposed to keep records of every sale made and turn them in to the provincial department periodically. Blanks for this purpose are not provided, however, and apparently it devolves on each dealer to provide his own. So far, the writer has not discovered any dealer who has taken steps to get out regular sheets for that purpose. "I don't need blanks," said one man. "I am getting blanks every day in the way of sales."

The Granting of Permits.

It is explained by a government official that all persons who are going to some other part and are desirous of securing a revolver to take along, should apply to the provincial police department. This would apply to sportsmen, miners, prospectors, etc. In a case where a man is not leaving his home, his application should be made to the civic police

Methods of Securing Spring Factory Trade

How Pow & Wilcox of Tillsonburg Got Good Order for Files —Plans Adopted by Other Firms to Secure Business From the Manufacturers—A Good Demand for Glass, Paint and General Hardware.

To the merchant who concerns himself with plans to improve his trade connection, the present must appeal as a good time to get in touch with the factories. After the comparative slackness which prevails throughout the winter, the spring brings renewed activity in industrial circles. More hands are employed, longer hours are worked. It follows as a natural result, that more tools and supplies will be needed. Leather belting, grindstones, files, all the hundred and one articles which the hardware store supplies to the factory will be in greater demand than ever.

Now the manufacturer is proverbially busy. His time is so much occupied with the big things occupying his attention that he does not bother himself very much with the purchase of supplies in small bulk. As the necessity arises, he sends out and has whatever is needed bought at the nearest store. This, at least, is the method employed in many establishments. It follows that the hardwareman who manages to keep in touch with the needs of a factory will get the trade for that factory. At the same time, it will not do to merely send a circular or booklet around to the manufacturer. A notice that Brown & Co. have received a new consignment of saws and that they can thoroughly recommend them for factory use, would either reach the waste basket or be filed away and forgotten.

It would perhaps entail too much of a man's time to make a regular personal canvass of the factories. Some firms do it and find that the results amply repay them. It would, however, keep a man out of the store a considerable part of the time, and, on that score, is not generally adopted.

There are ways, however, of reaching the manufacturer and keeping in touch with him. Pow & Wilcox, of Tillsonburg, have found one way. Here is an illustration of the methods adopted by this enterprising firm. Some few weeks ago a large consignment of files was received. Mr. Pow at once telephoned the manager of a large local factory.

"We have just got in a new line of files," he said. "I believe they would suit you. I am sending a boy up with three or four as samples."

The boy at once took the files to the factory. They were used during the next few days, and found to be quite satisfactory. An order for forty-five more was sent to the store.

The same plan is used in pushing the sale of all similar goods. Results count with the manufacturer and, if it is demonstrated to him that a certain article is all that is claimed for it, he will readily buy and pay the price asked.

Pow & Wilcox do a little canvassing as well for glass sales, and have secured a number of good orders which would not otherwise have come their way; for that matter, would not have been placed at all. That is the main advantage of outside canavssing. It does not take business from competitors, but rather makes business on its own account.

Glass for Factories.

Glass is always more or less in demand around factories. Windows get broken regularly, and the constant alterations and additions being made in large plants necessitate changes in the lighting arrangements as well. In a great many cases, however, the matter is not given very much attention. When a window is smashed, one of the workmen remedies matters by stuffing in a bundle of rags or nailing a board over the aperture. It may be left that way for months or years.

The opportunity thus presented for a good sale of glass occurred to a hardwareman one day when passing a local factory. Being a believer in prompt action, he went to the office and saw the manager.

"Coming past the works just now," he said, "I noticed quite a number of panes of glass which had been broken and not replaced. Let me go through the factory and I will find out what is needed to replace all broken panes and give you a figure on it."

"Very well," said the manager. "It's a matter that should have been attended to long ago."

The hardwareman carried out his inspection, and got a big order out of it. In addition, he made an arrangement with the manager to supply the factory with all glass in future.

Paint is Needed.

There is considerable painting to be done around most factories at this season of the year. This gives an opportunity for the hardwareman to add to his paint customers. The factory trade in this department is well worth going after.

Makes New Business.

Factory business has the double advantage of bringing the name of the hardware firm continually before the employes in the shop. They know where the tools they handle come from. It frequently happens that the ordering of supplies is left with certain men in each department. They, therefore, get to know the one firm well, and are likely to deal there themselves, particularly if the goods supplied to the factory give full satisfaction. This is one respect in which factory trade must be carefully watched. Never by any chance should poor quality goods be sent out. Too much caution cannot be exercised on this score. A poor tool will give the to John McClary, referring to him as "London's greatest captain of industry." He then read the following address:

John McClary, Esquire, President The McClary Manufacturing Company.

Dear Sir,—We, the members of the London Board of Trade, consider it a privilege to have you as our guest today to give us an opportunity to place on record an expression of our sincere regard for you, and our sense of the great benefits that have accrued to London through your energy, enterprise, and foresight.

Your name, which is known throughout the length and breadth of this Dominion and far beyond its boundaries, is synonymous with business ability, success, and integrity.

It was fortunate indeed for London that you chose it as the birthplace and seat of your great undertaking.

You have never wavered in your loyalty to this city and it has had the full advantage of the marvelous development of your industry.

Beginning in 1848 in a humble way, you laid the foundation broad and deep, and have reared a gigantic industrial fabric, the most extensive of its kind under the British flag. Your establishment, which now covers over 15 acres and employs over 1,300 people, has been the greatest single factor in making London the important industrial centre that it is.

There is no public honor which your fellow citizens would not have bestowed upon you had you not preferred to confirm a bad name with every man in that establishment. It will get around that "Brown's tools don't amount to much," and a statement of this kind circulating among scores of men can do even the best established business an incalculable amount of harm.

On the other hand, the supplying of satisfactory goods is the very best advertisement possible. Men like to work with good tools. When they are suited they express their satisfaction to shopmates. The impression spreads, and Brown & Co. reap the benefit in the shape of increased business.

The article on tinshop management which appeared in last week's issue demonstrates what could be done in the way of working up business among the factories in that line. There is just as good an opportunity in general hardware, in glass, paint and leather belting. It would be well worth the time of the hardwareman who is located in a manufacturing centre to cater directly to the factory trade.

A COMPLIMENTARY BANQUET.

London, May 6.—John McClary, president and founder of the McClary Manufacturing Company was honored by the members of the London Board of Trade at a complimentary banquet on Friday. The function was held at the Tecumseh House and was largely attended. President H. T. Reason presided and in his opening address paid a glowing tribute

centrate your great abilities on your business. Nevertheless you have always taken a deep interest in the public affairs of this city and it has had the benefit of your wise counsel in many emergencies.

We rejoice that you have lived to see the wonderful results of your own handiwork, and we sincerely hope you will long be spared to enjoy the fruits of your labor.

A copy of this address will be entered on the records of the board, as a testimony of the esteem and warmest good wishes of all your brother members.

Signed on behalf of the London Board of Trade.

HARRY T. REASON, President.
JOHN I. A. HUNT, Vice-President.
JOHN A. NELLES, Secretary.

Eulogistic speeches were made by Sir George Gibbon and Mayor Beathe and Mr. McClary then responded. In his address, he traced the development of Canada and of London in particular, dwelling on the problems of protection in its relation to industry.

Merger Negotiations Reaching Definite Point

It is Said That Arrangements Will be Completed by End of the Week—Despatches From Montreal Speak Confidently of the Outcome.

Montreal, May 11.—The latest in the merger line here is a $5,000,000 hardware combination, of which Mr. George Caverhill, of Caverhill & Learmont, is the head. The merger will take in the seven leading Montreal hardware firms, and when completed, which, it is expected, will be by the end of the week, will include London, Hamilton, Toronto, Winnipeg and Montreal wholesale houses. Economy in buying and selling is given as the reason for the move.

Toronto, May 12.—The above despatch was received this morning from Montreal, as Hardware and Metal was on the point of going to press. It has been known for some time that the negotiations were approaching a point where something definite might be expected. Meetings have been held for the last few days, and there has been every evidence that the interested parties have been getting closer together.

Mr. Jas. Hardy, of Jenkins & Hardy, Toronto, who has been largely instrumental in promoting the amalgamation, stated to a representative of Hardware and Metal at Montreal yesterday that a final agreement had not been arrived at, but practically admitted that the merger was nearing completion. There is, of course, some danger still of a hitch occurring to break off the negotiations, but this is not deemed to be probable at this stage.

The Montreal Star last night devoted considerable space to the subject. The Star made the following announcement:

"Another merger, involving in the neighborhood of $5,000,000, is on the verge of consummation.

"Representatives of seven wholesale houses engaged in the hardware trade met this morning to discuss the closing details of one of the most important amalgamations pulled off in the city for some time

"Messrs. Jenkins & Hardy, accountants and financial agents, of Toronto, associated with Mr. E. W. McCarthy of New York, are the principal movers in the project to merge all the wholesale hardware establishments of this city and have the deal all but completed."

The Star further announced that Geo. Caverhill, of Caverhill, Learmont & Co.,



GEO. CAVERHILL,
Likely to be President of the New Merger.

would likely be induced to accept the presidency of the new organization. The arrangement, it is said, would have little or no effect upon the present administration of the several companies, and there will be no radical changes in the staffs.

Merger Confined to Montreal.

It was stated this morning by one in a position to know that only the seven Montreal firms were included, with the possibility of one outside firm being in it also. "There is no truth," he declared, "in the statement that Toronto London, Hamilton and Winnipeg firms are included—absolutely not a word of truth"

This statement is borne out by information secured from another source.



JAMES HARDY,
The Man Who Put the Deal Through.

This is to the effect that the merger is to be composed of the seven Montreal firms only at the present time, and that later on other houses will be taken in. The seven houses would be divided into three groups, viz., Lewis Bros. and Caverhill, Learmont & Co.; Frothingham & Workman and Starke, Seybold; L. H. Hebert & Co., A. Prudhomme & Fils, and Letang Hardware Co. One warehouse would be used by each of the three groups and the ground would be covered by three traveling staffs instead of one.

Scope of Proposed Merger.

It was later learned from an authoritative source that Thos. Birkett & Son, of Ottawa, and one or more Quebec firms might be included but that, for the present at least, no houses west of Ottawa would be in the merger. This can be accepted as outlining definitely the scope of the proposed merger.

F. O. Lewis, president of Lewis Bros., Montreal, sailed for Europe, Monday night.

PAINTERS' AND PAPERHANGERS' TOOLS.

The Winnipeg Paint and Glass Co. have issued a forty-eight page booklet to illustrate and describe their line of painters' and paperhangers' tools. The use of the various tools is carefully described, and the illustrations are plentifully scattered through the book. List prices on all the goods mentioned are included in the catalogue.

A PROSPEROUS OTTAWA STORE.

One of the leading retail hardware establishments at Ottawa is that of McKinley & Northwood, Rideau street. An interior view of their store is given on this page, and it will be noticed that their equipment is thoroughly modern in every particular.

Immediately in front of the entrance is a silent salesmen devoted to the display of fine cutlery. Some idea of the width of the store may be gained from the fact that there is ample passage space between the ends of this silent salesman and the counters on each side.

McKinley & Northwood carry a large stock of general hardware, and specialize on sporting goods, particularly fishing tackle and boat fittings, for which there is a lively demand along the Rideau lakes.

An extensive plumbing, heating and tinsmithing department is maintained by the firm, and they have been successful in securing some of the most important contracts in the city. About forty men are employed in this department. Just now the contracts they have on hand include the Rosenthal Building, Hope Building, and Hon. Sidney Fisher's residence.



Interior of McKinley & Northwood's Ha rdware Store, Ottawa, Ont.

CHAMPIONS OF CAPITAL HOCKEY LEAGUE.

The championship of the Capital Hockey League, of Ottawa, was this year won by the team representing Thos. Birkett & Son Co., the wholesale hardware merchants.

At the conclusion of the season, the team were treated to a complimentary banquet by the firm, when the boys proved that they were speech-makers as hockey players. The accompanying illustration shows the team and officers.

OTTAWA FIRM WILL MAKE NEW STYLE FIREPROOF DOORS.

McFarlane & Douglas, of Ottawa, have completed arrangements whereby they will establish a large factory for the manufacture of interlocking furniture finish, fireproof steel doors, windows, office desks and cabinets. The Ottawa firm have secured the sole manufacturing rights in Canada, for this line, which is being introduced by a new industry in the United States.

McFarlane & Douglas have purchased a property on Laurier Ave., 116 x 140 feet. This lot extends through to another property on Slater Street, which they have owned for some time. The new factory will be constructed on the combined properties, and will be 135 by 180 feet in size. For its operation, 50 horse power will be required, and it is expected that employment will be given to 300 hands.

AMALGAMATION OF BRASS FIRMS

In last week's Hardware and Metal, there appeared a notice of the incorporation of the United Brass and Lead Co., capitalized at $500,000, with head office in Toronto.

This new company represents the amalgamation of two firms, the General Brass Co., and Somerville, Limited, both of whom have operated brass foundries in Toronto for some years past.

It is understood that certain financial interests which were involved in both concerns, are responsible for the deal. Both plants were turning out a similar product, and operating the same class of machines, so that they were in constant competition with each other. To prevent this duplication and competition, the interests referred to succeeded in effecting a consolidation of the two plants under the name of United Brass & Lead Co.

The new amalgamation will operate the plant of Somerville, Limited, and the works of the General Brass Co. will be abandoned. Fred Somerville has been chosen general manager of the company and Lorne Somerville, secretary-treasurer. Murray Woodbridge, formerly manager of the General Brass Co., is superintendent of the consolidated plants.

POST HOLE AUGER BUSINESS PURCHASED.

The Hall Manuafcturing Co., of Monticello, Iowa, announce that they have purchased the entire post hole auger and digger business of the Western Steel and Iron Works of De Pere, Wis., including a line of garden trowels and spades. This transaction will give the Hall Manufacturing Co. greatly increased facilities.



Hockey Team of Thos. Birkett & Son, Ottawa, Champions Capital Hockey League.

Our Page for Hardware Clerks

That Guarantee of Yours

Does it Mean Anything?—Is it Only a Catch-Phrase, or Do You Stand Behind It?

She carried a portentous bundle, wrapped in old newspapers. These she commenced deliberately to unfold, the while she fixed the smiling clerk with an eye whose glare was ominous.

"See here, young fellow," she cried, as she tossed the papers aside.

The clerk's smile aviated. He saw a porcelain-ware stewpan. At least it had once pretended to be a porcelain-ware stewpan. Just now, it looked as though it had recently emerged from a combined earthquake, tidal wave, tornado and race riot. The young man gazed at it dubiously, not venturing to meet the threatening eye.

"Now, I wonder what made it go like that," he murmured.

"Wear," snapped the lady. "One day's wear. I bought it this morning—used it to cook dinner—and the porcelain peeled off like a moulting hen."

"It is too bad," murmured the clerk, dreamily. "I really can't imagine what made it go that way."

He turned to another customer. The old lady grabbed his arm. "You guaranteed that," she remarked pointedly. "I want my money back."

She longed intensely for that money. The young fellow hummed and hawed, and under his breath called down imprecations upon the proprietor's mania for shoddy bargains in kitchen-ware. Finally he called the proprietor himself. He, too, was regretful.

"What a pity you used it," he remarked, diplomatically. "If you hadn't used it that once, we'd have been glad to replace it or refund the money, just as ——"

"But how could I find out it wasn't any good without using it?" the woman demanded. "And that's what guarantee means, isn't it? Didn't you have the word pasted on every bit of that porcelain, in letters an inch high?"

"Certainly! Certainly! But of course that applies only to defects in the pan itself. If you apply too much heat, or let the water boil away ——"

The woman didn't leave her pan. She did leave her vigorously expressed opinion of that particular sort of guarantee.

After all, what is a guarantee—or, to be specific, what is your guarantee? Is it an empty word or a living letter? Is it a catch-phrase to draw business, or an undertaking to be lived up to? Do you say "Guaranteed" because some other fellow has said it, and you think it sounds good; or do you say "Guaranteed" because you stand behind the article you're selling and will make it good if it takes the last cent you have?

Maybe you imagine that "guarantee" has become common, that it is just a bit of business magic, helping you to sell goods, but involving no responsibilities on your part. Everybody, you say, guarantees everything. The real estate man guarantees his lots to soar—and they drop. The dope fakir guarantees his pills to cure—and they kill. The fellow who sells you mining stock guarantees you 100 per cent. dividends—and you draw them in experience. Guarantee, you say, doesn't mean anything.

But you can give a new, fresh, revivifying meaning to that old word "Guaranteed"—just by living up to it. You can spell it out in such a fashion that if anyone asks your customer, "Is that a good article?" Mr. Customer will hand him a poser by just saying, "Jones guaranteed it."

Lots of people scatter guarantees broadcast. Be sparing of yours. A guarantee, remember, is a serious thing. Ponder long and carefully before you give it. Know what you are doing — know the goods from which you fly your flag. And, if they aren't strong enough to bear a guarantee, boost the goods that are.

HOW HARDWARE SALESMANSHIP AFFECTS THE TRADE.

The next time you drop into a barber shop just take the trouble to notice how many of the customers are getting shaves. If you will compare the result with what you would have seen a few years ago in the same shop, you will have a good idea of the power of advertising plus hardware salesmanship. For, undoubtedly, you will remark that, while the barbers are kept pretty busy with hair cuts, shampoos and scalp treatments, they are not called upon to use their razors to the same extent as in former years.

Not that men are growing whiskers nowadays. It is probable that never in the world's history was the proportion of clean shaven men so large. But men have been taught by clever and convincing razor advertising, to shave themselves, and avoid the waste of time and danger of infection, attendant upon being shaved by barbers.

The other day, a barber in an American city, declared that, owing to so many of his former customers shaving themselves he was no longer able to pay alimony to his divorced wife. Others, however, have developed selling ability, and the man who drops in for a hair cut, is lured into a mysterious combination of shampoos, electric massages and scalp rubs, so that the income added in that way, offsets the loss in the shaving department.

This bit of moralizing is intended to show what powerful forces in business are advertising and salesmanship. It is razor advertising coupled with the salesmanship of hardware clerks, which robbed the barbers of a large part of their trade; and it is salesmanship on the part of barbers, which is building up for them a new line of business to retrieve what they have lost through the tremendously increased sale of razors, safety and otherwise.

WHAT HARDWARE CLERKS ARE DOING.

Robert Coynes has resumed his position in the hardware store of H. W. Davidson, Brookdale, Man.

Andy Lavery has joined the staff of T. K. Hopper's hardware store at Harris, Sask., for the summer months.

Sidney Thomas, who has been in the employ of W. Black, Durham, Ont., since Christmas, has gone to the west to look after his land interests.

Gordon Whaley, of the office staff of the Cochrane Hardware Limited, Sudbury, Ont., left on Saturday for Montreal, where he has secured an excellent position.

J. F. Parr, for some months bookkeeper with M. McKenzie & Son, Dundurn, Sask., has gone to Prince Albert, where he has secured a position in Kernighan's hardware store.

R. S. Nelson resigned his position as clerk in Wallace's hardware store, Wetaskiwin, Sask., the first of the month. On Monday he and M. E. Snider, formerly of Angus Ridge, left for Innisfail, where they have purchased a hardware and furniture business.

M. McClure, who was at one time on the staff of the Manitoba Hardware Co., at Hamiota, Man., has returned as manager to succeed G. A. Langtry. Mr. Langtry has been transferred to the store of the company at Rivers. Mr. McClure has been heartily welcomed back by old friends.

John Branton, who has been with the Cobalt store of John Bailes & Son for the past year, is returning to Oshawa, the firm having sold their Cobalt branch. For the past year Jack has been choir leader in the Cobalt Presbyterian church, was on the eve of his departure presented with an address and a set of ebony brushes by the members of the choir, who had learned to think very highly of him.

New Goods for Hardware Stores

NEW LINE OF GALVANIZED PAILS.

A very high-class grade of galvanized pails and buckets, and tubs, is now being offered to the hardware and tinware trade by E. T. Wright & Co., of Hamilton, who have recently more than doubled their galvanizing plant to meet the increased demands upon its capacity.

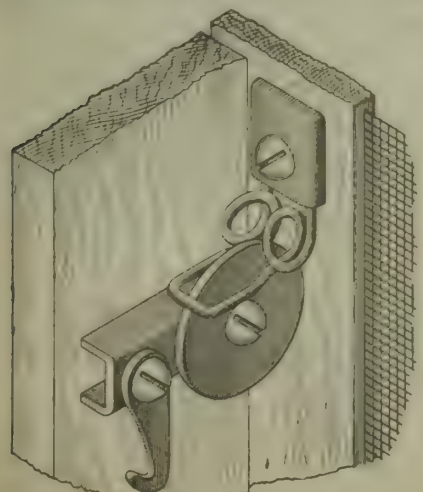
A stronger and heavier grade of galvanized pail or bucket than those usually sold for household use, is a pressing requirement with contractors, works departments, railway and steamship lines, factories, etc., and the fact that there is a good market for this line is evinced by the large sale of "Hamilton" Straight Galvanized Buckets, (two sizes), and "Niobe" Galvanized Pails, (one size), which has kept the factory at Hamilton busily employed on these lines since the first samples were made—over a month ago.

The "Niobe" and "Hamilton" pails are made in two pieces from 24 gauge black iron, and have very strong pressed bottoms, deep rims, half-round bails, heavy steel ears electrically welded to the body, heavy wire in top, and after being dipped in a bath of zinc spelter which covers the pail completely with a coating of rust-proof zinc, each pail, to further enhance its appearance, is given two broad blue stripes, and labelled with a guarantee label.

The galvanized tubs, upon the production of which Messrs. E. T. Wright & Co. have just entered, are of the standard pattern, and the three standard sizes. Two distinctive features will recommend them to buyers, the large wooden handles with which they are fitted, and the perfectly smooth finish given in the galvanizing—every part of the surface being covered with a smooth brilliant lustre.

NO-SLAM DOOR OUTFIT.

The presence of the screen door season calls to mind the nerve-racking slams that announce each entrance or departure through the doors which are provided with springs.

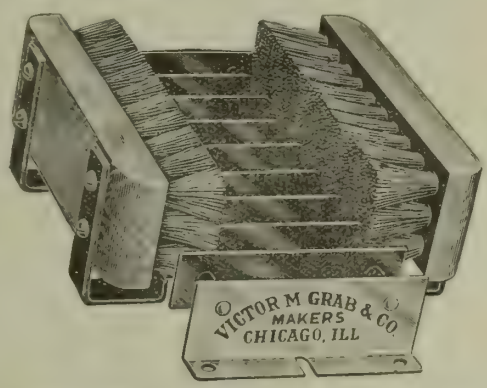


The King Manufacturing Co., of Chicago, are offering the trade what is called the "No-Slam Door Outfit," which can be suitably and easily applied to any door.

The catch, shown in the illustration, is a part of the outfit. It holds the door tightly closed, prevents it from warping and sagging, and can be used as a lock, when desired. The balance of the outfit consists of three small cushions with tacks for attaching them to the jamb. These cushions prevent the annoying slam, and prolong the life of the door.

FOOT SCRAPER.

A foot scraper which cleans the sole and brushes the side of the shoe in one operation is manufactured by Victor M. Grab & Co., of Chicago. This scraper has ten parallel plates, as shown in the illustration, all made of sheet metal, rigidly kept in place. Mud drops in between the plates, and will not stick or clog. The scraper may be easily rotated so as to clean or sweep under it. The brushes are made of stiff bristle, and, though firmly clamped in position they may be quickly replaced, if worn out.



RED MILL A NEW POST OFFICE.

The Postmaster General announces that a post office has been established at the extensive Oxide mines and works of the Canada Paint Company, near Three Rivers, Province of Quebec. The name for the new office is "Red Mill"—a fitting name for a place where Venetian Red, Indian Red, and a large range of Oxides are made.

The Auto-Strop Safety Razor Company, 345 Fifth Avenue, New York, has just paid an accumulated dividend of 21 per cent. on its preferred stock. This disbursement covers a period of three and one half years at the rate of 6 per cent.

FLEXIBLE HACKSAW BLADE.

This is not an illustration of a dog collar and chain, but rather it shows the work of a Culley Flexible Hack Saw Blade, manufactured by the Simonds



Manufacturing Co., Fitchburg, Mass., whose Canadian branch is known as the Simonds Canada Saw Co. There were 47 separate rings made from a 1 inch pipe, each ring slit and the chain formed. After making this number of cuts, the condition of the blade was so good that the teeth are clearly defined, even in this greatly reduced illustration. The remarkable flexible property of this blade is shown by its being bent in a complete circle.

CALGARY MAY GET STOVE FOUNDRY.

The Calgary Stove and Furnace Co., who are said to control some important patents, recently made application to the industrial committee of the city council for a manufacturing site. It is their intention to erect a $35,000 plant and employ from 50 to 60 hands. In the event of the company commencing operations in Calgary, they will have the privilege of securing water, light and power from the city at actual cost.

NEW COMPANY INCORPORATED.

Charles Fawcett, Ltd., head office Sackville, N. B., capital stock $500,000, have been incorporated to take over the business of the Charles Fawcett Manufacturing Co., and to manufacture furnaces, stoves, ranges, boilers, lavatories, baths, basins and all plumbing supplies, etc.

News and Methods of Canadian Hardwaremen

Southampton Dealer Has Nov el Store Truck—Bicycle Department Coming to the Fore—Millinery Display Made From Hardware Articles.

WILL SPECIALIZE ON BICYCLE BUSINESS.

Chatham, N.B.—Skidd Bros., of this town, are removing from their present store, to the Neale's building, two doors above. Their new premises are larger than those they formerly occupied, and they are accordingly laying in a larger stock than ever.

This firm are making a speciality of the bicycle business, this season, and they state that, from present indications, a large business will result.

ENLARGING OFFICE.

Tillsonburg, Ont.—Pow & Wilcox are planning a number of changes in the interior of their store. The office is to be enlarged considerably. This will cut off some of the space in the store room at the rear but, as a gallery has been installed there, the change will not cause any inconvenience. The gallery runs along one side and the back of the storeroom and holds a large quantity of goods.

C. W. Conn, who runs a plumbing department in connection with his hardware store, reports that business in that line has been very brisk. He has secured quite a number of contracts.

ISSUED TELEPHONE DIRECTORY.

Belmont, Man.—Box Bros., hardware and furniture dealers, of this town, have just had printed a telephone guide which they are circulating among all the telephone subscribers of the place. The guide contains the names of all subscribers to date, so that it is much appreciated by all telephone users, as many subscribers have been added since the last official directory was issued. Of course, Box Bros. have taken advantage of this telephone guide to gain some publicity for their store. Interesting information is given about all the different lines which the firm handle.

HARDWARE MILLINERY.

Edmonton, Alta.—W. A. Connell has gone into hats, although it seems a very unlikely line for a hardware man to handle. He has manufactured an exclusive line of millinery by using hardware goods. One very handsome creation was made out of a coal scuttle, bound with rope and with tea strainers forming a silver ornament at the side. Another very fetching hat was made out of a brass spitoon and two dish washers. These hardwaric hats were severally named the aviator, the trotting hat, the pink tea hat, etc.

BICYCLING BOOMS IN KINGSTON.

Kingston, May 9.—Is bicycling dying out? This is a question that is heard nearly every season. It may be dying out in some places, but it is certainly not being given the "go-by" in Kingston. The record in regard to sales, will verify this statement.

Since the middle of April, one local dealer, Harvey Milne, has sold twenty-one wheels, and of course it is early yet. Mr. Milne is delighted and looks for a record season. Other dealers spoken to by your correspondent also spoke encouragingly of the trade. A large number of sales are pending, and are expected to be put through within the course of a week or so.

It is expected that there will be a still bigger boom in the bicycle trade after this season, as Kingston is to put down paved streets, and this will be a great inducement for the people to use a wheel. A man who rides a wheel on some of the city streets as they are at present, is certainly a hero.

NOVEL TRUCK FOR HANDLING STOVES.

Southampton, Ont.—R. M. Vittie, who has a large hardware store in Southampton, uses a device more often seen in a flour and feed store. He has a steel track running from the rear of the whole store right to the edge of the step at the front door. At times when a stove display is being made, or other heavy goods being moved, the little car used comes in very handy. It is about the size of an ordinary scale platform, and is mounted on six trucks. There are times, of course, when such a quantity of garden tools, housecleaning equipment and the like is on display in the front shop that there is hardly room for the car. Mr. Vittie's store is an example of an unusual business combination, in that it holds the Bell Telephone exchange. The Hardware and Metal correspondent found the current issue of both Hardware and Metal and Plumb-

OFFERING A BUGGY.

Castor, Alta.—Mathias & McBrine, dealers in hardware and implements, have started a scheme to advertise their store, which is attracting much attention. They are offering a $135 buggy, and to every person who purchases $25 worth of goods, a ticket is given them which entitles them to one chance for the buggy.

These tickets will be offered until the end of June, and on July 1, the buggy will be drawn for.

KINGSTON HARDWAREMAN HONORED.

One of Kingston's hardware men was this week honored by being elected secretary of the local Retail Merchants' Association, Mr. Howard Marshall being selected for that position. Mr. Marshall is one of the youngest of the hardware dealers in the city, is very progressive and is making good. W. A. Mitchell, hardware merchant, resigned from the position of secretary, after acting in that capacity in a very able manner for several years.

The retail merchants' association is endeavoring to have more attention paid by the authorities to the men who are going about the city and county peddling without a license. The police have been able to catch a few who have been selling the goods without first paying for the necessary permit, but the merchants are anxious that a more active campaign be inaugurated.

HARDWAREMAN JOINS BRIDGE CO.

Chatham, Ont.—Wm. P. Drew has relinquished his position with the hardware firm of Geo. Stephens and D. H. Douglas to become secretary-treasurer of the Chatham Bridge Co., formerly the Western Bridge & Equipment Co., in which he and his brothers are the chief stockholders. A new factory is being erected, and the concern has received several large bridge contracts already this year. Mr. Drew, who had been associated with the Stephens-Douglas store for some three years, has been engaged in the hardware business in Chatham for 22 years past, having been a member of the old firm of King, Cunningham & Drew, and later head of the firm of Drew & McCallum.

Though full particulars have not yet been handed out, it is pretty definitely assured that the Wm. Gray & Sons Co., Ltd., and the Manson Campbell Co., Ltd., are uniting their interests in one company. For a couple of years their output has been handled in the West by a joint concern, the Gray-Campbell Co., Limited. The Gray Co. manufactures buggies, and parts for buggies and automobiles; while the Campbell output includes fanning mills, kitchen cabinets, scales, and a number of other lines. Additional land is being acquired contiguous to the present Campbell factory, and a large addition will probably be erected this summer.

ENGLISH TRAVELER RECOGNIZED FROM PHOTO.

C. R. Bloxam, who is making a tour of Canada, in the interests of the English firm, Hobbies Limited, was an interesting visitor at the Toronto office of Hardware and Metal, this week. Mr. Bloxam told about entering a hardware store in Ottawa, early in the week. He was cordially welcomed by the proprietor, who extended his hand and said:

"How do you do, Mr. Bloxam!"

"I am very well indeed, thank you," replied Mr. Bloxam, "but I cannot understand how it is that you seem to know me."

"Oh," said the retailer, "I saw your photograph in Hobbies' ad. in the Hardware and Metal Spring Special, and I recognized you at once."

Mr. Bloxam does not know which is the more remarkable, the Ottawa man's memory for faces, or Hardware and Metal's great reputation and influence, in the trade.

Messrs. L. Moedinger & Son, hardware merchants, Sparta, Ont., write to Hardware and Metal as follows:

"We are highly pleased with Hardware and Metal, and could not do business without it."

HARDWARE TRADE GOSSIP

Ontario.

The Hocking Hardware Co. have started business at Fort William.

A. W. Humphries & Son, have sold their hardware business in Parkhill, to Mr. Lindsay, of Waterloo, who took possession on May 1.

Coy Bros., A. W. Moore, and Watts & Bate, St. Catharines, have agreed to close at 1 p.m. every Wednesday during June, July and August.

Miller, Limited, secured the contract for the year's supply of brass plumbing goods for the water commissioners, St. Thomas, at $846.29.

Fire at the plant of the Page-Hersey Co., at Guelph, did damage to the extent of $5,000. Work was suspended as a result for a couple of days.

Wm. Murphy, who has been in the builders' hardware department of Rice Lewis & Co., has resigned and is entering business on his own behalf.

J. Gingras, of Hespeler, has accepted a position with the Metal Shingle & Siding Co., of Preston, and after a short stay in the shipping room, to become familiar with the goods, will go on the road for the firm in Quebec.

J. Simon & Co. have secured the store formerly occupied by T. W. Harding, St. Catharines, and will shortly open with a line of hardware, tin and enamelware, glassware, china, and jewelery, etc. All goods handled will run from 5c to $1 in price.

J. E. Hussey, formerly of Melbourne, Ont., has taken possession of the hardware business at Alvinston, which he recently bought from Johns & Miners. Mr. Hussey will move his family at the end of the school term.

The Jones Hardware Company, Uxbridge, purchased the Reid & Thirsk planing factory on Friday last, after it was bid in at the sale on Thursday. It is understood that the company intend running the factory at its full capacity. Richard Patterson will be in charge of the lumber yard.

M. Archibald, formerly with the Sherwin-Williams Co., was in Toronto this week, on his way to Saskatoon, where he is taking a position with the Enterprise Hardware Co., dealers in hardware and plumbers' supplies. Stanley Emerson is leaving the Enterprise Co. and will go back with the Emerson, Fisher Co., St. John, N.B.

Following the dissolution of partnership and closing of the business of Hamilton & Hocking, of Gore Street, Westfort, a new hardware store under the name of The Hocking Hardware Co. has been established on Frederica Street, under the management of Mr. Hocking. Mr. Hamilton, his erstwhile partner, has established a hardware store at Graham, the first G.T.P. divisional point west of this city.

Quebec.

F. Orr Lewis, of Lewis Bros., Montreal, left on Thursday on a business trip to the Old Country.

Edwin Dowsley, manager of A. Ramsay & Son, paint manufacturers, Montreal, is confined to his home with illness.

A. A. Hall & Son, Coaticooke, are making extensive improvements upon their store property on Child St. They have raised the building about two feet, moved it six feet to the south, put in a basement, and are improving the tenament. When completed they will have one of the best business places in town.

Western Provinces.

A new hardware store is being opened in Webster, Sask.

The Imperial Oil Co. will build a warehouse at Herbert, Sask.

W. M. Bunting & Co. have started a hardware business at Edmonton.

Mengering & Kinzel have started a hardware business at Rheim, Sask.

The business formerly conducted by G. B. Griffith, at Lelisle, Sask., is being sold.

David Whiting has installed new gasoline lights in his hardware store at Lang, Sask.

W. J. Ross, of Clive, has disposed of his hardware business to Fulthorpe Bros., late of Winnipeg.

The name of the Warnken Hardware Co., of Winnipeg, has been changed to the Quinn, Cobben Hardware Co.

C. W. Fisher, Cochrane, Alta., announces that he intends selling his hardware, harness and saddlery business.

It is understood that a company to be known as the Saskatoon Cordage and Flax Fibre Company will locate at Saskatoon.

D. Small, of Imperial, Sask., has received a car of hardware and is now doing business. He is assisted by Fred. Steele, of Davidson.

A. S. Baker, hardware dealer, Yellow Grass, Sask., has taken his brother, J. A. Baker, into partnership. The new firm name is now Baker Bros.

Ripley & Brake have opened a hardware store at Herschil, Sask. Besides the regular hardware lines, they will carry harness, pipe and steam fitting.

J. M. Hughes has discontinued his hardware and harness at Napinka, Man.

The Vulcan Iron Works, Ltd., of Winnipeg, have increased their capital stock to $500,000.

Johnston & Everest, who purchased the Telegram building at Manville, Alta., some time ago, are now receiving their stock of hardware and have opened their store for business.

R. J. Fenwick, of Halbrite, Sask., has made a good improvement in the appearance of his hardware store, having given the building a fresh coat of paint, and erected a sign over the front entrance.

Hamilton Bros. who were formerly associated with Hamilton & Hocking, Fort William, have established a hardware store at Graham, on the Grand Trunk Pacific.

The retail merchants of Neepawa, Man., have agreed to close their places of business Wednesday afternoons at 12.30, commencing June 2nd, and ending August 2nd. Exceptions are made on days preceding holidays, and the stores will not close on Saturdays, nor on July 1st and 12th.

Contracts for 1,000 mile of wire fencing in Saskatchewan and Alberta have been let to two Winnipeg firms by the Canadian Pacific Railway. The contracts call for maintenance fencing of the main line and branches in the two prairie provinces. This means the repairing and in many instances the replacing of the fences already existing.

On Thursday, May 4, R. Swift Hodson, of Lethbridge, who represents the Wood Vallance Co., Winnipeg, in Southern Alberta, was united in marriage to Miss Hortop. The bride up to a recent date was superintendent of the General Hospital, at Brandon. Mr. and Mrs. Hodson have gone on a three months' trip to the Mediterranean and Great Britain.

Maritime Provinces.

The contract for the masonry in connection with the enlargement of the building of T. McAvity & Sons, St. John, N.B., has been awarded to A. R. C. Clark and the carpentry to Edward Bates.

J. A. Brace, of Brace, McKay & Co., Summerside, P.E.I., has returned home from a four weeks' trip to Calgary, Wetaskiwin, Edmonton, and other Western Canadian cities. He was much impressed with the optimism which prevails throughout the West.

NEW FACTORY TO BE ERECTED.

W. D. Beath & Son, Toronto, who manufacture stanchions, steel kegs, and overhead carrier systems, have purchased land in the north-west part of the city where they will commence, immediately, the erection of a fireproof factory building. Plans are already drawn up, and operations will be rushed through as rapidly as possible, so that the firm may be able to occupy the new building before the expiration of their present lease.

PRODUCTION BEING RESTRICTED IN THE U. S.

Cleveland, O., May 11.—The Iron Trade Review to-day says: General market conditions continue unsatisfactory and production is being restricted in practically every branch of the trade. As far as finished materials are concerned, the market apparently has not suffered to any great extent in the way of price reductions during the week. New demand has been very light and buyers have found no occasion to test the market with attractive orders. Buying on the part of the railroads has been reduced to a minimum and shipments against contracts previously made are being held up. Notwithstanding the fact that the trade is dull and the outlook for the immediate future is not very bright, there is a strong undertone of optimism regarding the business outlook for the second half of the year.

The principal development in some centres during the week has been the increased activity in the pig iron market. Consumers are showing more interest in the situation on account of the low quotations which have developed on some grades. Production of iron by merchant and non-merchant furnace interests is being reduced rapidly.

FELDSPAR MINES ARE ACTIVE.

Kingston, May 9.—This season promises to be one of the busiest in years at Richardson's feldspar mines, near here, owing to the great demand for the feldspar from the States. Already twenty cars of it have arrived to the city over the Kingston and Pembroke railway, and it is being loaded into vessels and shipped to Charlotte as speedily as possible. There is a big staff working in the mines.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 50.

MARKETS IN BRIEF.

Montreal.

Turpentine—Down 5c.
Linseed Oil (Boiled)—Down 2c.

MONTREAL.

Montreal May 12.—A slight improvement in the metal market is reported here although the difference, if any, is not much more than nominal. Business is running along without any features and conditions from a Canadian standpoint, are reported quite satisfactory. Apparently, there is not the lethargy that is so generally spoken of now in reference to the American metal markets. While locally there is no pronounced aggressiveness in metals, still there is a satisfactory trade reported, a fact not at all discreditable to Canadian trade and activities. Business in pig iron is steady in contrast to the apathetic spirit noted in the iron market across the border. One of the reasons given for this condition is the unsettled tariff considerations.

Pig Iron.—There is not much new in this market. Business is steady and the conditions reported last week continue practically unchanged. Prices on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Copper.—An uneventful market is about all that may be said of copper. It is quite steady locally and uninteresting. The United States market is dull, suffering from the common ailment of American metals.

Tin.—The situation has changed, but little during the past week. The American market has been quiet and apparently but little business is being done. The synidicate seems to be cautious in their operations and it is just a question what the outcome of the present conditions will be. Consumption in the United States has been shrinking and the general outlook is not on a satisfactory basis. One report states that there is an entire absence of speculation and virtually no trading between dealers. That is a New York report. Another report says: "If the London bulls chose to do so, they could easily put prices much higher, but we think they realize that they have seen the largest American consumption and the smallest Straits shipments for some months, and this is what is creating caution on their part." Higher prices are not expected, according to this market reviewer unless the syndicate manipulate the market to that extent.

Other Metals.—The lead market is showing signs of weakness and is generally quiet. According to United States reports receipts and shipments at St. Louis are both under the figures for the same period last year. Buying is of a hand-to-mouth character. From St. Louis it is stated that business is so light some of the smaller companies are cutting under Trust prices, in order to make sales. Spelter is almost equally dull. Business is light and of a hand-to-mouth character. Antimony is also quiet. Regarding the syndicate spoken of previously the following report by C. S. French & Co., New York, may be interesting to some readers:

"Respecting the antimony syndicate, it appears there exists a combination of dealers in crude antimony, which seems to have been controlled by Messrs. Cookson, of Newcastle, and under threat of ceasing to supply refiners, the European makers were induced to join a syndicate to control the refined material. The existing syndicate may be considered to consist of all the European producers, excepting those who could afford to be independent, namely Messrs. Hallett & Fry, one or two Chinese refineries and the Italian refineries represented by H. R. Merton & Co., London, and their affiliated houses. Some Chinese interests are not in the syndicate."

Scrap Materials.—Offerings of scrap materials have been somewhat more liberal, but the market is still quite normal. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, May 12, 1911. — Buyers throughout the metal trade seem to be standing pat, and it is hard to influence them in any proposition affecting future requirements. A good steady trade is moving, just as it has for some weeks past, but it is evident that large consumers do not, as yet, possess enough confidence in the immediate future, to induce their coming into the market.

The situation in the United States metal markets continues to influence sentiment on this side of the line. In spite of restricted production on the part of almost all the iron and steel industries in the States buying is so light that surplus stocks are being accumulated. These must be sold some place, and it is the expectation of lower prices being offered from these sources, which is creating a disquieting effect on the Canadian trade and influencing consumers to withold any extensive purchases.

Prices on all metals are conceded to be low, considering present costs of production, and, as a result, there has been little or no fluctuation. Producers and holders feel that, even if they were to reduce prices to an actual losing basis, it would not invite any buying movement at this juncture.

In comparing to-day's cables from primary markets with those of a week ago, it is seen that, in every line, quotations are either the same, or the change has been so infinitesimally small, that local jobbers would not feel justified in altering their figures either up or down.

Tin.—The price at London is to-day five cents per hundred pounds higher than a week ago, but that is not sufficient to influence quotations on ordinary lots at this point. We still quote 44 to 45 cents, depending upon quantity.

Antimony.—There is little or no buying here, and English cables indicate that the market there, is dead. Meanwhile the syndicate who control this commodity are holding prices firm, and Toronto jobbers are quoting unchanged figures.

Copper.—Some copper operators profess to be somewhat more optimistic regarding copper, as a result of somewhat improved sales this week. We still quote 13 cents, as the Toronto price.

Aluminum.—A good healthy business is being done at an unchanged price of 20 cents.

Plates and Sheets.—Buyers are holding off and awaiting developments before contracting for their requirements during the last six months of the year.

Pig Iron.—Inquiries are light although quite a nice lot of business is moving, in small quantities, for immediate needs. Prices are unchanged, and, as one jobber said, it is some satisfaction to say that there has been no decline, at any rate. Quotations remain as follows: Canadian Foundry No. 1 is $19.00 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22.00, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20.00 and $22.00 respectively.

Lead.—Sales are inactive, but, as stocks held locally are not heavy, no particular dissatisfaction is expressed with the condition. Prices remain the same as before quoted.

Spelter.—A somewhat improved movement is reported.

Old Materials.—There is very little business doing, just now, but the market is quite firm at the prices previously quoted: Heavy copper and wire, 10½ to 11c.; heavy red brass, 7½; heavy lead, $2.90; light copper and bottoms, 9¾c.; tea lead, $2.40; machinery cast iron, No. 1, $14.00; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

H & news and metods

APPRECIATION OF A CONTEMPORARY.

The American Artisan and Hardware Record, published in Chicago, in its last issue, made this flattering reference to Hardware and Metal's annual spring number:

The annual spring number of Hardware and Metal, Toronto; Canada, issued March 25th, is a very fine example of printing art and the publishers are to be congratulated on their efforts. Many of the advertising pages are run in colors, a number of them using special stock. The text is as well taken care of as the advertising section, the topics being those of interest to the hardware and metal trade at this season of the year. Hardware and Metal certainly deserves the support it is receiving at the hands of the Canadian trade.

HARDWARE MARKETS

MONTREAL.

Montreal, May 12. — Jobbers report continued satisfactory conditions, and yet the bulk of trade is hardly up to the average. Not that anyone is taking a pessimistic view of things, but the weather until recently has prevented business from assuming those proportions which would probably have been realized had conditions been more favorable. Spring lines have come back to their own during the past week, and business in this department is again in full swing. Orders for builders' hardware are coming from all parts of the country, and from the West particularly the volume of business is encouraging. Harvest tools is another department that is rapidly growing, and here again the Western provinces are contributing largely to the growing demand. The various jobbing houses are busy with orders, and business is flourishing, but it is a question whether the total volume thus far has been sufficient to place the present year above the average. The increasing population and the many industrial activities are certainly being felt by the trade, but it is generally held that, had seasonable weather been continuous, better results would have been experinced. Hardware prices are generally unchanged, and there is no special feature to report.

Contractors' and Builders' Supplies.—A good business is reported in all lines of tools and equipment necessary to the builder and contractor. Pulleys, blocks, rope, heavy hammers, picks and shovels, locks, escutcheons, etc., are all included in the many orders that are being received by the local wholesale houses. Operations throughout the country are moving on to a high tide, and those centres where building work has been a little delayed in getting under way are apparently falling into line with the activity and prosperity that is now quite general throughout this country.

For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upwards.

Lawn and Garden Tools.—Trade in these lines is extensive just now and judging by the many window displays in retail stores, a large quantity of supplies must be going into use. Jobbers report a good demand from all points. Lawn mowers, sprinklers, hose reels, shears and all kinds of garden tools are prominent in the orders that are coming in.

Spring Lines.—The trade report a resumption of business in this department after a temporary setback, the result of unfavorable weather. Demand is quite general, covering a wide range of goods. Hammocks and other kindred articles are in favor.

Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a dozen; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.: and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Household Utensils.—There is a steady enquiry for household goods. Ice cream freezers are especially asked for, and kitchen utensils are in demand. Washing machines are by no means behind in the present trade.

Some of the prices quoted are:—Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt. $1.50, 2-qt. $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3 50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Harvest Tools.—Business in this department is brightening, and retailers are preparing now for the demand that will come later. The West is a big factor in this trade.

Wire.—There is a good steady demand for wire. Prices are unchanged. Some prices are: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Heavy Hardware.—The general trade in heavy goods is well maintained. The construction camps and other operations combine to create a good demand.

Some discounts are: on carriage bolts, ⅜ and less, 70 per cent.; coach screws, 75 per cent.; stove bolts, 80 and 7½ per cent.

Sporting Goods.—All lines of sporting goods are going into use. The demand is steady and heavy, and should continue at the swell tide for some time yet.

TORONTO.

Toronto, May 11.—Business is now at its best. The uninterrupted good weather of the past week has had a splendid effect on trade and orders have been pouring into the wholesalers steadily. The past week has been perhaps the busiest since the year opened. Orders have been pretty well distributed over all lines. Builders' hardware has been particularly brisk.

No price changes have been noted. There is a general all around firm tone to the market.

Seasonable Goods. A big demand has been seen for summer goods. Screen doors are selling briskly and the same applies to garden hose, clamps, couplings, sprinklers, nozzles, rakes, watering cans, lawn mowers, shears, spades, axes, picks, wheelbarrows and the many other articles now needed for garden work. Refrigerators are in big demand, a number of rush orders having been received this week. Ice cream freezers are selling briskly.

Household Goods.—There is a good demand for all household articles from the cheap egg-beater to the costly vacuum cleaner. There is not as big a demand for house-cleaning supplies but some sorting orders are being received, showing that a good many people had postponed housecleaning until the warmer weather. The sales of tinware and granite goods continues exceptionally good and electric specialties are in better demand than ever.

Builders' Hardware.—There is a distinct boom to the sales in this department. Building operations are now well under way in all sections of the country and there is a steady call for lock sets, brass knobs, window ropes, etc. Reports received from retail dealers is to the effect that they are experiencing an early demand and have already sold good-sized stocks. All indications point to a record business this year in builders' hardware and contractors' supplies. One dealer in an Ontario city, which recently secured several new industries, reports that his trade in tools has been more than double that for the same period last year.

Heavy Hardware.—There is a good all around demand for heavy hardware. Construction work has now reached the stage where chains, pulleys and tackle, bolts, rivets, screws, etc., are very much in demand and large orders are being received. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—Sales have been seasonably light in all coal stoves but gas ranges are still selling briskly. Large orders are being received daily by local houses and it is expected that the demand will continue brisk for some time yet. It is quite apparent that there has been a heavy retail trade this spring in gas and combination ranges. Oil stoves are also selling well. The demand comes largely from people who desire a small quick heater for use in summer houses.

Sporting Goods.—The new "Offensive Weapons Act" has put temporarily a stop to the sale of revolvers but in all other respects the volume of business done is quite satisfactory. Supplies for baseball, lacrosse, tennis, aquatic sports, football and cricket are selling well. There is a seasonable demand for rifles and ammunition. Anglers' supplies are also selling well.

Plans and specifications are being prepared by Charles T. Main, mill engineer and architect of Boston, Mass., for the new seven storey brass foundry of the Yale & Towne Mfg. Co., Stamford, Conn.

The Western Hardware Market Situation

Prices Generally are Firm—New Quotations on Turpentine — Slight Drop in Sisal and Manila Rope — Weather Conditions Favorable and Large Business Indicated.

Winnipeg, May 12.—The western hardware trade still continues very good. All spring lines are moving briskly. On the whole prices are firm. There is, however, a decided change in turpentine which is now quoted at $1.05 in barrels and $1.10 for small lots. Sisal and British manila rope have dropped ¼c, also galvanized and black iron pipe have fluctuated in price, as will be noted in the market quotations. Weather conditions have been most favorable during the past week and everything seems to indicate a boom in hardware circles.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.75; Queens Head, 20, $3.85; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.50; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.55.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Paints and oils are moving very fast and a splendid trade is being done in these commodities. There are no changes in the market prices, but the tendency is higher.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05; small lots, $1.10.

A VETERAN WESTERN TRAVELER.

To have been twenty-five years on the sales force of a wholesale hardware house, is no mean distinction even in Eastern Canada, but, when applied to the West, there are few indeed, who can claim it.

Yet that is the record of Geo. J. McGiffin, who represents Merrick-Anderson Co., of Winnipeg, on the road. Twenty-five years ago, he commenced covering territory for this firm, using a Red River cart to get over the ground.



GEO. J. McGIFFIN,

A Veteran Western Hardware Traveler.

That was pioneer work with a vengeance, but transportation facilities have improved so rapidly, that he is now covering the country in an automobile, which was presented to him by the firm, last year, as a memento of long service.

Mr. McGiffin is a veteran in more ways than one, having served with the "Fighting 90th" Regiment of Winnipeg, in 1885. He has always been a careful reader of Hardware and Metal, and recommends it strongly to his customers. He is a brother of the late Capt. John McGiffin, Toronto, who was, for years, commodore of the Niagara Navigation Co.'s fleet

PAINTS AND VARNISHES.

"Dealers' Descriptive Catalogue" is the name given by the Martin-Senour Co. of Chicago and Montreal to a handsome book of sixty-two pages, which they are sending out to the trade. That phrase describes the catalogue to a nicety, as it is devoted to brief and instructive talks on all the various products of the company. Each line is illustrated by a cut of the distinctive tin in which it is marketed, and besides every page is adorned with an illustration showing some stage in the manufacture, shipping, retailing and use of ready mixed paints.

Methods of Retailing Paints and Varnishes

The Use of Oil and Turpentine Substitutes

A Large Amount Has Been Used as a Result of the High Price of the Pure Material, But Not as Much as Had Been Supposed—Dealers Who Sell Substitutes Should Impress on Customers What They are Buying.

Since the time that linseed oil first started on the upward path and turpentine began its spectacular flight in price, there has been more or less consumption of substitutes. The demand was at its highest point six weeks ago when turpentine had reached the record price of $1.40. Quite an amount of substitute material is still being used, but, fortunately, the amount is growing less continually.

Reports have considerably exaggerated the amount of substitutes sold since the first of the year. Doutbless many dealers were frightened into handling substitutes by the high price of the geunine article, but the number was relatively small. Enquiry at the various local supply houses elicits the information that while there was some demand it did not at any time attain to formidable proportions. Quite a number of houses did not handle substitutes at all.

"We are steering clear of that trade," said the manager of one concern. "It is unsatisfactory at best. If the results obtained by the use of substitutes for oil and turpentine are not satisfactory we are bound to get the blame for it in the end."

"Yes, we have sold some," declared another man. "The demand has been almost entirely from the city, however. We have only received one order outside of Toronto."

"A good deal has been used," said one local paint jobber, "but it has been mostly made up to order, and not bought through the jobbing houses. We find that the demand for substitutes is never sustained. A man who has once ordered is not likely to order again. They find it better to pay the price and get the real thing."

This point was emphasized by every man spoken to on the subject. They declared that one experience was generally enough for any dealer or painter. Repeat orders were seldom, if ever, received.

The Reason Why.

And this is the reason why. The presence of a substitute for turpentine or linseed oil in paint, or the use of adulterated goods, only too frequently leads to poor results. The paint does not wear well. If the job had been handled by a painter, he is then made the recipient of strong protests from the man who paid for the work. If, on the other hand, the paint was bought from a hardware store and applied by the owner himself, the dealer comes in for the blame Both painter and dealer, in turn, blame the jobber from whom they secured the substitutes; and there is dissatisfaction all around

Here is an instance that occurred recently A traveler for a large paint firm was given an order for a linseed oil substitute As his house did not handle anything but pure oil, the traveler turned down the order, but told the dealer where he could get what he wanted. The substitute oil was secured and used in carrying out a large painting contract. The use of the poor grade oil resulted in the job being absolutely spoiled. The owner threatened proceedings. Believing that the firm whose traveler had given the information had supplied the goods, he wrote in, demanding the payment of substantial damages. The company was put to considerable trouble in proving to the satisfaction of the owner that they had not supplied the goods, and doubtless suffered in prestige very considerably in that section.

The Best Method.

It is not intended here to argue whether or not a dealer should handle substitutes. That is a point each dealer must settle for himself. Dealers who do handle them, however, should bear this in mind. In selling a substitute, make sure that the customer understands fully what he is getting. Warn him that the results may not be as satisfactory as if pure oil or turpentine were used. Then, if he persists in buying the cheaper variety the risk is all his own. If the work does not prove satisfactory, he has only himself to blame.

The dealer who sells adulterated turpentine as the pure article, is taking a sure way of getting himself into trouble. If, perchance, his customer meets with failure when he attemps to use the concoction, the dealer will probably have to given him pure turpentine to do the work over again.

Talk Pure Quality.

It is in the dealer's own interest that pure linseed oil and turpentine should be sold. A higher price is commanded and no risk is run. It is advisable then



Paint Display in Chas. C. Lee's Fine Big Window at Goderich, Ont.

for the dealer to endeavor to dissuade customers from using anything but the pure stuff. Presentation of the facts would serve to convince any reasonable man that he would do well to run no risks. If, however, the customer is not to be persuaded, then the substitute should not be handed over until the dealer has succeeded in impressing on the man that he is buying at his own risk. All this applies, of course, to the dealer who feels that he must handle substitutes. Many do not carry them at all, and they report that they do not lose anything by adhering to this policy.

No man can make a mistake in talking quality, first, last and always. This is perhaps more particularly the cause with reference to oil and "turps." Paint should be made of the best ingredients, and the mixing in of adulterants cannot be upheld from any standpoint. It is not true economy, for the paint will not last as long. It is better to pay the price for pure material in the first place than to save a little by buying inferior at the risk of having to do the work all over again later on. The wise dealer will realize that his customer will be better satisfied in the long run, if he sells him goods which will bear the test of time.

LARGE WINDOW DEVOTED TO PAINTS.

A paint display which brought splendid results in sales was one which was dressed by R. W. Craigie, in the large window of Chas. C. Lee, at Goderich, Ont.

The back and sides of the window were draped with cheese cloth, on which were attached advertising signs of the paint manufacturers whose products are handled by Chas. C. Lee.

Across the back of the window, four pillars were built up of paint cans, and planks were laid across the top of these pillars, thus forming three arches. In the centre of each of these arches is hung a large paint poster. Over the centre arch was built a large pyramid of paint cans, while smaller pyramids suromunted the two side arches. At each side of the window was a pyramid of paint cans, on top of which was placed a "cover the earth" poster. Several color cards were interspersed in the display, so as to give an idea of the line carried in stock.

SUCCESSFUL DEMONSTRATION OF VARNISH.

Caledonia, Ont.—Hundreds of citizens visited the free demonstration of "Lacqueret," at McGregor's hardware store, on Thursday last, and it proved a fine advertisement for the store. The visitors were shown all the different uses to which "Lacqueret" could be put, such as refinishing old furniture, linoleums, oil cloths, and new and old floors. Each lady was presented with a carnation and sample showing the appearance of this varnish, when properly applied.

Joseph Kunkel is opening a hardware store in Mildmay.

Fine Paint and Brush Window at Bracebridge

The Whitten Co. Have Attractive Display—Showing Ingredients of Their Paints, The Main Idea—Flash Light in Centre Draws Attention at Night.

As an example of how ideas may be picked up at hardware conventions, and used to good advantage later, attention is directed to the illustration on this page, of the paint and brush window recently dressed by E. A. Whitten, for the Whitten Co., of Bracebridge, Ont.

Mr. Whitten, who was, himself, the winner of prizes for window dressing, at the Peterboro convention, saw the value of the idea which was the mainstay of the first prize paint display dressed by H. J. Hanwell, of the Kingan Hardware Co. This idea was the emphasis, in a novel form, of the ingredients which go to make up prepared paints.

The idea as adapted by Mr. Whitten, was carried out in this way: The centre of attraction in the window, was a flash light in the form of a large paint can bearing the label of a prominent manufacturer. From this flash-light, ribbons went out in five different directions, terminating in vessels which had been placed along the front of the window, and which held the paint materials.

Tickets were placed in front of these receptacles, telling what each contained. From left to right, across the window, they read: "Pure White Lead," "Pure Oxide of Zinc," "Pure Linseed Oil," "Pure Spirits of Turpentine," "Pure Japan Dryers," This method of display gives to the passer-by a vivid idea of the class of materials which go to make up prepared paints, and it is does away with the objection which was formerly brought up so frequently against the use of prepared paints—"I always mix my own paints because then I know just what is in them."

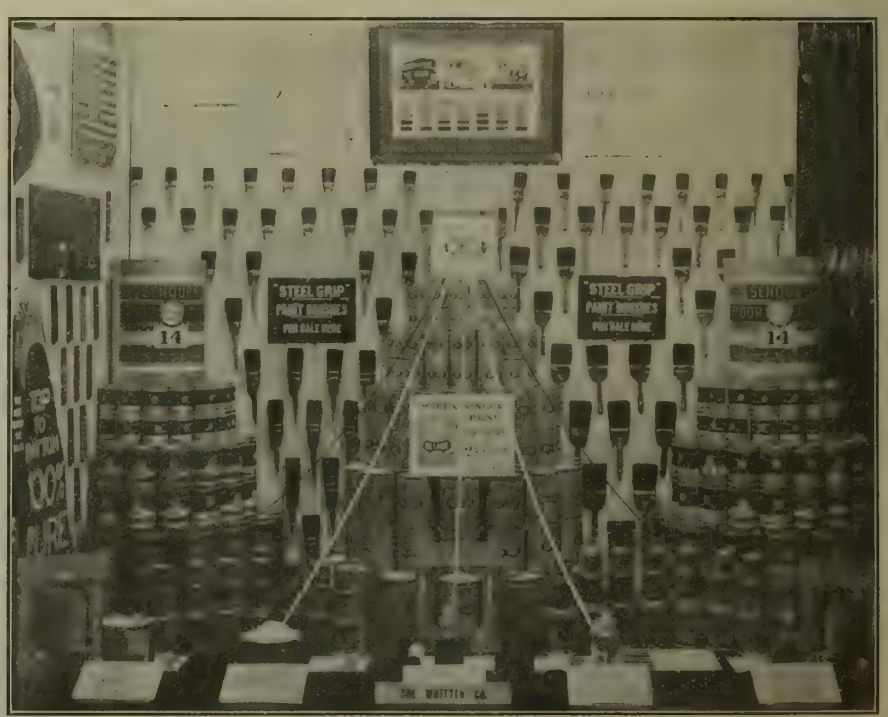
The flash light previously referred to surmounted a pyramid of paint cans, built up in the back of the window. On either side, was a semi-circle of floor paint, at the front of which carriage and wagon paints were displayed. A large card, telling the price per gallon of the paint displayed, was placed half way up, on the pyramid.

The window was rounded out by a good showing of paint brushes, on the back wall, oval brushes being placed on one side, and flat on the other. Color cards and other advertising matter, were used to complete the window, which was a good business bringer.

DECISION IN CALIFORNIA PAINT LITIGATION.

A long drawn out legal battle in the California courts between the Muralo Co. and the Munus Products Co. The Muralo Co. claimed $25,000 from the latter firm for goods sold and delivered, while the defendants upon their part contended that the Muralo Co. had broken their contract by shipping goods into the Pacific Coast.

Judge Seawell, of the Superior Court of California decided that under the contract the Muralo Co. was free to sell its goods in the West Coast Territory.



Paint and Brush Window Shown bp The Whitten Co., Bracebridge.

M (MAPLE LEAF) L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

IMPERIAL VARNISH & COLOR CO., LIMITED

[illegible] to 24 MORSE STREET, TORONTO,

524 Beatty Street, Vancouver **108 Princess Street, Winnipeg**



Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.



TRADE MARK MINERVA

Handle the Paints and Varnishes of a Reputable Manufacturer.

MR. DEALER: Your immediate profit is not the most important item in the selection of various lines for your business.

An ordinary paint or varnish that offers you a large margin might eventually prove to be your loss. It's a good honest brand with a reputation behind it and a liberal profit that means your success.

MINERVA

PAINTS AND VARNISHES

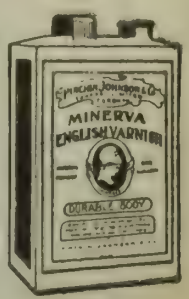
have always been made for exacting people. A brand that looks well and is durable.

MINERVA lines have been manufactured for 76 years and have stood the very hardest tests of wear and climatic conditions.

Large Railroad and Steamship Companies, prominent painters and decorators insist on MINERVA brands. Users like these know paint value---paint service.

The Manufacturers co-operate with you in selling MINERVA Paints and Varnishes. Besides a very attractive proposition, consistent consumer advertising is used in the press throughout the country.

IT WILL PAY YOU TO ENQUIRE FOR PARTICULARS.



PINCHIN, JOHNSON & CO. (CANADA) LIMITED

Established in England in 1834.

377-387 Carlaw Avenue, TORONTO, ONT.

E78

PAINT AND OIL MARKETS

MONTREAL.

Montreal, May 12—Business continues on a steady basis just at present, thanks to the heavy demand that is felt in all parts of the country and the fact that the manufacturer is being called upon to meet it. Business has settled down to a steady basis and there are few changes to note, excepting a still further reduction in the price of turpentine, and something to the same effect in the linseed oil market. The latter has shown but little change during the week, and while it is difficult and practically impossible to tell what the future movement in this article will be, there is a feeling that further reductions will not likely be quoted. This is, of course, but an opinion, but it is rather generally entertained.

Linseed Oil—Prices for boiled linseed oil are now down to $1.10 and $1.11, being slightly below those that were quoted last week. Otherwise there is but little change in the market. The primary market is rather firm and while the market may go lower, there are not a few who will be disappointed if it follows that course. The general feeling seems to be somewhat confident that this market should hold its own at its present figures or even seek a higher level. There is a steady demand.

Turpentine—The local price of this article is down to a dollar, after a pleasant soar during the past month, during which a high price was touched. Supplies are coming forward liberally and as soon as the demand becomes less than the supply prices begin to lose their strength. Enquiry is now for immediate demand, receding prices having the effect to avoid purchasing in large quantities before the normal level is reached.

Paris Green—Prices are being well maintained. Heavy shipments have been made, and small orders are now going out in a somewhat desultory manner. Prices are unchanged as follows: In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs, in case, 21¼c per lb.

Arsenate of lead—Small orders are being received from the hardware trade for this article. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

White Lead—This article is still prominent in the spring demand, and orders are fairly liberal. Quotations are as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty—Trade in putty is steady, but otherwise is featureless. Prices f.o.b Montreal are: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

Varnishes and Japans—Quite a feature of the present paint and oil trade is the steady enquiry for varnishes and japans.

TORONTO.

Toronto, May 11.—The trade this week has been exceptionally heavy. Not only have prepared paints and oils been moving but the demand for all specialties has been large and well sustained.

The market has seen no price changes of any particular interest. Turpentine and linseed oil, the "stormy petrels" of the past four months, are stationary and it is not deemed likely that there will be any marked change in either commodity for some time to come. Dry lead has seen another advance but it is not large enough to affect the price of white lead.

Linseed Oil.—The market at present is very active. There is a steady movement from the jobber to the retailer. The price has shown a tendency toward weakness but most local houses are quoting $1.12 for raw and $1.15 for boiled the same as last week. Some quotations of $1.10 and $1.13 respectively are heard. Although the present condition of the market might be best described as weak, there is not much likelihood of further declines in the immediate future.

Turpentine.—The price quoted here is $1.05 still, although some give $1.00 as the selling price. The market has been very erratic for a week past. Doubt is therefore felt with reference to the future. On the primary markets a decline was caused by the arrival at the shipping points of a considerable supply of new turpentine. Correspondents at Jacksonville and Savannah do not strike a very certain note in discussing the future. "A large amount of turpentine has been contracted for, however," said one man, "to be delivered during the months May, June, July and August. Consequently, it is believed that the present price is about the bottom that will be reached for this season."

The demand locally is very heavy at present, and not a great deal of interest is being shown in the question of price. The relief caused by the rapid recession from the high price mark has brought about a large volume of business.

Rosin.—In sympathy with turpentine, rosin has declined about $1.00 per barrel within the last two weeks. The demand is not particularly heavy just at this season.

Putty.—There is a fair amount of business being done. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead. — Some interest was created by the advance made in dry lead. It has had no effect on the price of ground lead, however, as the easier tendency in linseed oil has served to counterbalance the stiffening in the price of the dry material. A further advance in dry lead would make a corresponding increase in white lead extremely probable, however. The demand at present is large. Outside painting being now well under way, the painters are all busy, and are consequently ordering supplies heavily.

Prepared Paints.—There is a heavy demand for all paints and the manufacturers and jobbers express themselves as satisfied with the volume of business being done. The retail dealers are equally well satisfied, and reports from different sections are unvarying in their expressions of confidence in the continuation of active conditions.

Varnishes and Japans.—The same condition applies with reference to varnishes and japans, as with prepared paints. There is a good healthy tone to the business. "The spring trade has been exceptionally good," said one jobber to-day. "We handled this year more assorted orders than ever before. People seem to be gaining in appreciation of the fact that special varnishes for certain uses are worth buying."

Specialties.—Good steady trade has been done in painters' specialties and supplies. Plaster of Paris, boat pitch, kalsomine, pine tar in tins, axle grease, alkali, sand paper, pumice stone, sponges, tar, shellac, fruniture polishes, colors ground in varnish and the almost countless other goods of the same nature have been moving out well. Not a single line has been slack, evidencing a good, all around demand.

Petroleum.—There is a seasonable demand for coal oil. The prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astral, 15½c. There is a fairly good demand for this season of the year.

Glass.—The demand is growing with the increased activity in building. There is now every evidence that a record year's business will be done. Prices are firm.

DEVELOPMENT IN WESTERN PAINT INDUSTRY.

The contract has been let in Winnipeg for the erection of a new factory in the St. Boniface section of the city for the Martin-Senour Paint Co. In securing property for the new building consideration was taken for extension, should the business in the future necessitate it. The plant, however, will be very extensive and complete and will cost in the neighborhood of $50,000.

The Winnipeg Paint & Glass Co. will continue to act as western distributors for the Martin-Senour Co., and it is reported that they have secured a half interest in the Canadian business of the Martin-Senour Co.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade--simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL—If the front door, porch, ceiling or bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick Drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 00
Cut lengths, round rods, ½ to 2 in. .	21 00	
Plain sheets, 14 oz..14 x 48", 14 x 60"..	23 00	
Copper sheet, tinned, 14x60, 14 oz..	20 50	
Copper sheet, planished, 14x60, base	28 00	
Braziers', in sheets, 6x4	23 00	

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron..	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor charcoal iron ..	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (5oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Fire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
13 "	2 30	2 55
14 "	2 20	2 35
17 "	2 30	2 45
18 "	2 20	2 45
20 "	2 30	2 45
23 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 00 44 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50	
I X, 14x20 base	5 25	
I X X, 14x20 base	6 00	

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, " }
" 14x65, " }

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14. $4 25; No. 15, $4.50; in lenghts 9" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6 65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure		0 09
Chrome yellow, pure		0 18
Golden ochre, pure		0 11
French ochre, pure		0 09
Chrome green, pure		0 11
French permanent green, pure		0 15
Signwriters' black, pure		0 17
Marine black, 25 lb irons		0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co		1 80
Cee Pee Co. enamel		4 50

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

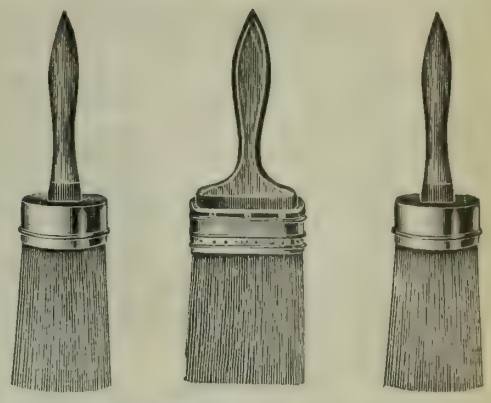
PIGMENTS.

Orange Mineral, casks		0 09
" 100-lb kegs		0 09½

PREPARED PAINTS.

	Per gallon	in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 35
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H C		1 65
Brandram-Henderson's "English"		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Maple Leaf Paint (Imp. V. & C. Co)		1 90

Spring Housecleaning and PAINTING
ENCOURAGE IT NOW



Make a Good Display of

BOECKH'S BRUSHES

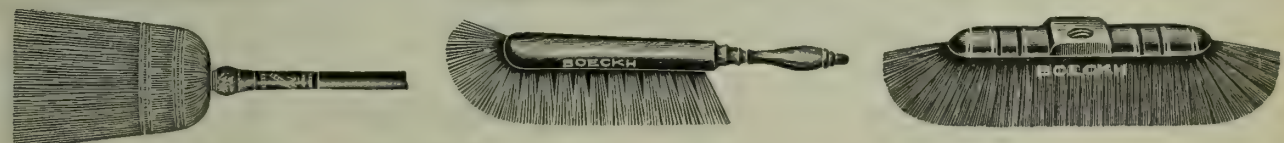


For Painting

Oval Paint Brushes — Flat Paint Brushes
Oval Varnish Brushes — Flat Varnish Brushes
Whitewash Brushes — Kalsomine Brushes
Painters' Dusters, etc.

For Housecleaning

Scrub Brushes — Waxing Brushes
Stove Brushes — Bannister Brushes
Carpet Brooms — Hair Floor Brooms
Feather Dusters, etc.



Manufactured by THE BOECKH BROS. COMPANY, LTD.,

Head Office, 80 York St. TORONTO, CANADA Factories, 158 to 168 Adelaide St. W.

LOOK FOR Registered  Trade Mark **THE FLAG**

HRS&Co

Henry Rogers, Sons & Company, Limited

Sheffield - - - - - Wolverhampton

Manufacturers of the famous

"UNION JACK" Cutlery

the **SIGN** of **QUALITY** on all goods bearing this trade mark. Handled by all progressive dealers.

STOCK CARRIED IN MONTREAL.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

PLASTER OF PARIS

Per barrel

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	1 12	1 05
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 12
" " boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 80
Light oil finish	1 35
Gold size japan	3 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	3 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb.	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ½ " "	10 00
" " ⅜ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 40

HINGES

Blind, discount 50 per cent.
Heavy T and strap, 4-in 100 lb. net. 7 25
" " 5-in. " 7 00
" " 6-in. " 6 75
" " 8-in. " 6 50
" " 10-in. and larger 8 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
⅛ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS

White Mountain, 50 p.c.

Amatite ROOFING

Why the Buyer of Amatite Never Complains



WHEN a man buys ordinary ready roofing he usually neglects to paint it and after three or four years he comes back to the dealer with a protest. It is human nature to neglect painting roofs.

When a man buys Amatite Roofing he lays it on his building and in three or four years it is still as good as new and does not need any paint. He forgets he has such a roof, but no harm is done by that.

There is nothing to neglect in the case of Amatite. Amatite has a peculiar surface—a sort of plastic concrete made of pitch and mineral matter. This surface is plastic enough so that the material can be rolled up into handy rolls in the usual manner and handled just like any other ready roofing. When unrolled on the roof and nailed down it presents to the weather a continuous surface of mineral matter and pitch. On this surface wind, rain, storm, heat and cold have little effect. Year after year it looks up to the sky undisturbed and unaffected. It costs nothing to maintain and relieves the owner from all responsibility.

Dealers can improve their business by selling Amatite and buyers make a good bargain when they buy it. The price of Amatite is less than that of most painted roofings of less weight and durability. **Sample free on request.** **Address our nearest office.**

Everjet Elastic Paint A lustrous carbon black paint, very cheap, very durable—for protecting all kinds of metal and wood work.

Creonoid **Lice Destroyer and Cow Spray.** A powerful disinfectant for farm use to make the hen house and cattle barn sanitary. Suppresses odors, kills germs.

The Paterson Manufacturing Co., Limited

Montreal Toronto Winnipeg
Vancouver St. John, N.B. Halifax

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

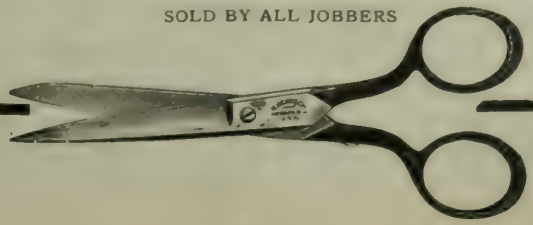
Works, DON SPEEDWAY TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 8 feet, 12c. per foot; 7 to 12ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 2 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Copper oilers, 50 per cent. off
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 60 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 50 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	35 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	3 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 12
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Business Is On



All along the line you see the painters going to business. Householders are cleaning, and people are beginning to ask for Ramsay's Paints. Our ads. are out on the fences, in the papers, through the mails, and everywhere is

RAMSAY'S PAINTS

Agents! We again ask you not to let any of this trade go past you. Every day we are securing orders through our helps. Every day people are writing us asking for cards. Hundreds of our agents are now displaying the goods, getting us to write one of our persuasive letters to somebody who ought to paint, and are thus getting orders and making money. Are you?

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Established 1842

The Paint Makers

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TRADE MARK REG'D 1877

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"THE CROWN OF QUALITY"

Galvanized Canada Plates

Reliability

"DOMINION CROWN" Plates can always be depended on. Very heavily galvanized.

Have your jobber supply them

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MADE WITH MANITOBA LINSEED OIL



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For over twenty-nine years we have been manufacturing Paints, Stains, Varnishes, etc., in Winnipeg, and have, during that time, met with and overcome the many difficulties due to the particularly severe climate conditions found throughout Western Canada. Our Paints are to-day the recognized standard for this country, and enjoy the thorough confidence of the Western consumer.

Our whole attention is concentrated on the West, and in consequence the Agents for Stephens' Pure Ready Mixed Paints are better looked after than would otherwise be possible, both in the matter of advertising and general service.

Satisfaction is guaranteed the user of Stephens' Paints---The name of **"Stephens"** on any package is a guarantee of quality.

EVERY USER A SATISFIED ONE

MANUFACTURED BY

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG — CANADA

Branch at Calgary

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Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co. Ltd. indsor Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

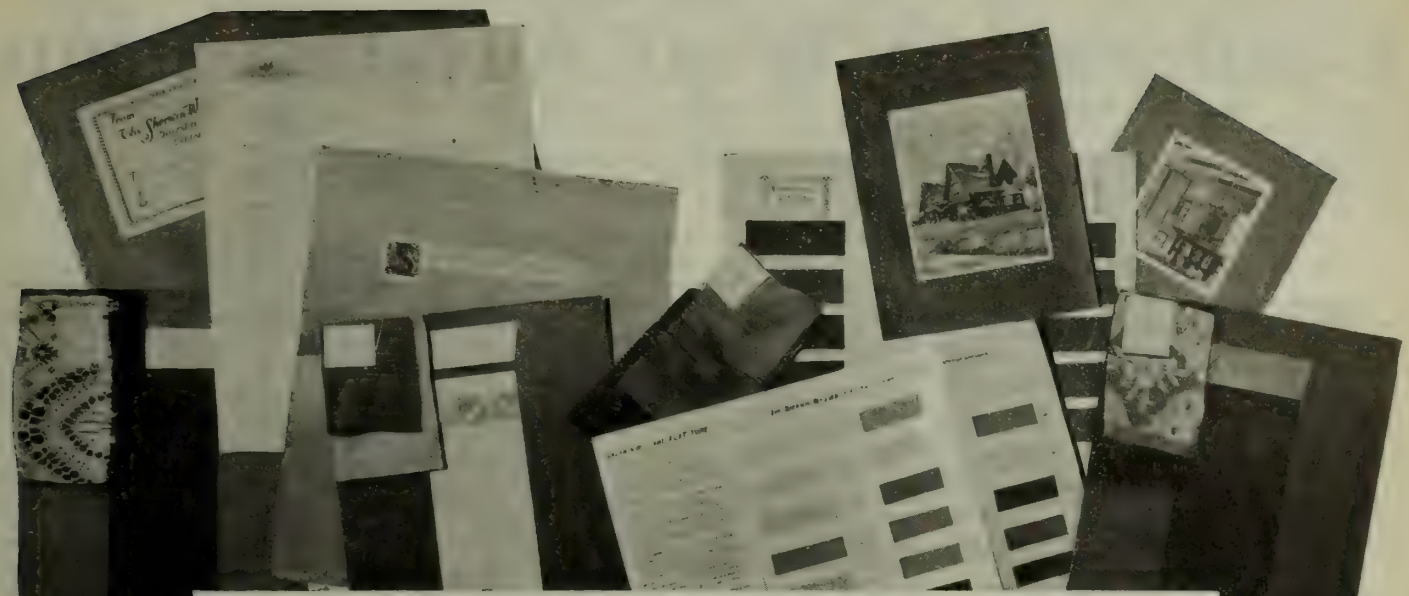
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Star Mfg. Co., Carpentersville, Ill.



Sherwin Williams

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Are there people in your community who still regard paint and varnish as necessary evils; people who put off painting till the last minute and then buy as little and as cheaply as they can? If so, you have a rich field to work in. Such people don't buy paint often simply because they have never been shown what surprising results can be secured through the intelligent use of paint and varnish. The secret of successful and profitable paint selling is to show its wonderful decorative possibilities which so few people are familiar with.

The Sherwin-Williams' Agent has back of him a large and efficient Decorative Department for the sole purpose of aiding him to advertise and offer expert advice to every householder in his community. This service is individual and exclusive. Our trained experts will work up special color elevations for exterior and interior decoration on request and without cost, for one room or an entire house, office, store, school, hall, church, theatre, etc., including, where desired, suggestions and samples for carpets, upholstery, curtains and everything complete. The Agent is thus enabled to go after all the desirable jobs in his locality because he can offer this service without extra cost and his sales possibilities are limited only by his own aggressiveness. Let us explain this proposition in detail. It's an opportunity you cannot afford to neglect.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

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CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

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GUN BUYERS would do well to send for catalogue; large stock always on hand of double breech-loaders, both hammer and hammerless, at reasonable prices. F. BAXTER, 13 Brougham St., Handsworth, Birmingham, England. (20)

BUSINESS CHANCES

FOR SALE—Hardware business for sale in good town in Southern Alberta. For particulars apply Box 502, HARDWARE AND METAL, Toronto. (20)

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—General hardware business located in East Toronto. Stock about $11,000; yearly turnover about $35,000. This is a snap for anyone wanting an up-to-date business. Communicate with R. J. BRUCE, 1709 Dundas St., Toronto. (19)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

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FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

WANTED—Tinsmith with about $1,000 to invest in good hardware and tinsmith business in Western town. Splendid prospects. Apply McCLARY MFG. CO., Winnipeg, Man. (19)

PATTERN DRAWING

SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15 00 each. After May 15th above prices will not include drawing instruments. Address, THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (13tf)

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A BOOK-KEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

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INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

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MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

MULTIPLE TYPEWRITING and real printing turned out by the Multigraph in your own office will get more business and reduce printing bills—saves 25 % to 75 % of average annual printing cost and stationery, system forms and circulars. Write for particulars. American Multigraph Sales Co. Limited, 129 Bay Street, Toronto, Ont.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

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OLD ESTABLISHED FIRM of English Export Merchants of high standing and progressive methods, dealing in all descriptions of goods (principally hardware and ironmongery) are open to appoint a resident agent who can secure them good buying accounts in Canada. Applicants must have tact, influence, good experience and unexceptionable references as to character and ability. Apply Box No. 59, HARDWARE AND METAL, 88 Fleet Street, London, England. (20)

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A GOOD MANY LINES of German goods can be imported into Canada to advantage if purchased from the right people at the right price. I have had 13 years' experience as hardware and cutlery buyer with wholesale firms in Germany, France, Holland and Belgium. I am willing to offer my services at very reasonable figure to any firm who are anxious to get in touch with manufacturers in any of above mentioned countries. Address Box 501, HARDWARE AND METAL, Toronto. (19)

AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver on metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

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HARDWARE CLERK with a couple of years' experience wanted by The Kingan Hardware Co., Peterboro, Ont. (20)

WANTED—A good hardware clerk with 3 or 4 years' experience. Send references and salary expected. Box 505, HARDWARE AND METAL, Toronto. (20)

WANTED—For North Bay, a hardware salesman with ability. Must be a good stock-keeper. Also hardware clerk of two or three years' experience. Apply, giving references, to Box 136, North Bay, Ont. (18)

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WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

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COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not re main your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

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Dougall Varnishes have the Quality that gives Economy

¶ They are made of genuine, expensive (not cheap substitute) ingredients. ¶ They are made by Varnish Experts (not by experimenters). ¶ They are thoroughly aged and ripened (not hurried out green). ¶ They are perfectly tested, and not offered to customers until their quality is proven.

ALL OF THAT IS WHY

They cover an extra amount of surface;
Are put on with peculiar ease and speed;
Retain their life and elasticity so long;
And endure so much hard wear.

QUALITY AND ECONOMY IN VARNISH AND VARNISHING

Our free book explains Quality, gives facts on Economy, concerning Varnishes for all purposes—207 kinds.

The Dougall Varnish Company, Limited

305 Manufacturers St. **J. S. N. Dougall, Pres.** **Montreal, Canada**

Associated with Murphy Varnish Co., U.S.A.

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YOU Dealers ought never to buy goods on promises and predictions of immediate re-sale to customers. Look to the manufacturers, examine their past. What you want is **facts**—and **past performances,** not promises. Don't let any big-one-time-and-gone-advertising, influence you to place an order. You want thorough and complete co-operation, which includes big, broad and consistent advertising straight through the year, this year, next year and for all time.

This is your backing when you sell Pratt & Lambert Varnishes—the most thorough and complete varnish selling assistance in the trade. It's yours for the asking. I advise you to write now for prices and terms.

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For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
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Mr. Saywell will shortly be calling on you to fix up Agencies

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stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want advertisement Page of **HARDWARE AND METAL.**

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(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description—Gloss Interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

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PAINTS AND VARNISHES

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Do you want your **Paint and Varnish Trade to increase?** Do you want **greater profits?** The **Moore Line** is a **steady** and **profitable seller.**

Your store will **need it,** after one trial your customers will **demand it.** We make only the **Best** in Paint and Varnish, and sell it at the lowest possible price.

Our **Muresco,** the acknowledged high-class wall finish, has received praises from all over the world by high-grade painters. There is nothing that any wall finish, can do that Moore's Muresco cannot do better. It makes artistic walls and ceilings, producing a very pleasing satin-like finish, does not crack peel or rub off.

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SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

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International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgebury, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada.	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada.	"Martin-Senour Paint and Varnish Remover"

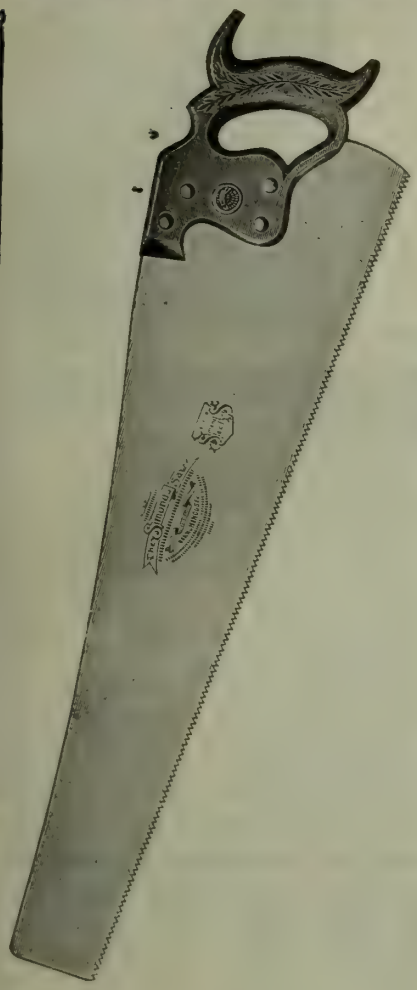
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Better get our prices—they will interest you.

Standard Paint & Varnish Works Co.

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AN ALL-YEAR ROUND SELLER!

Western Agents
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They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

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WOODSTOCK, ONTARIO

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HENRY T. SEYMOUR SHEAR CO. NEW YORK

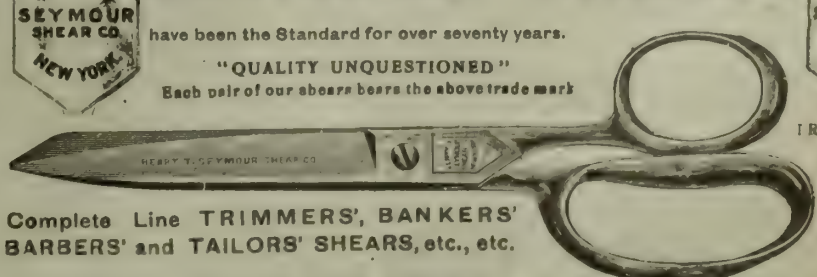
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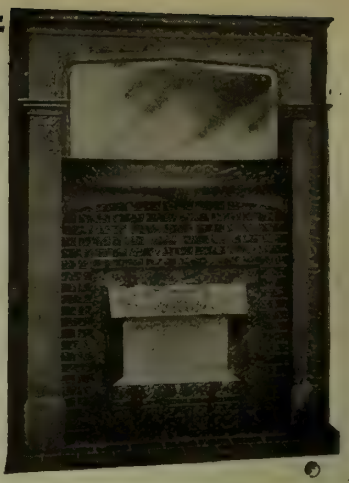
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Test us, every test is one more triumph.

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The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



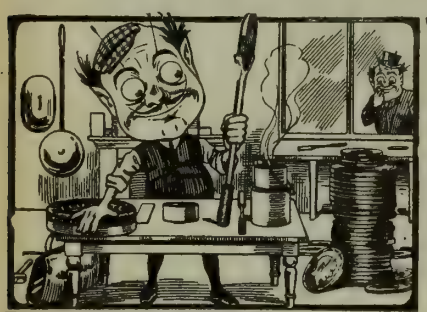
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Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXTE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. **Anyone** can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

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Packed in small and large tins. Made by

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Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario

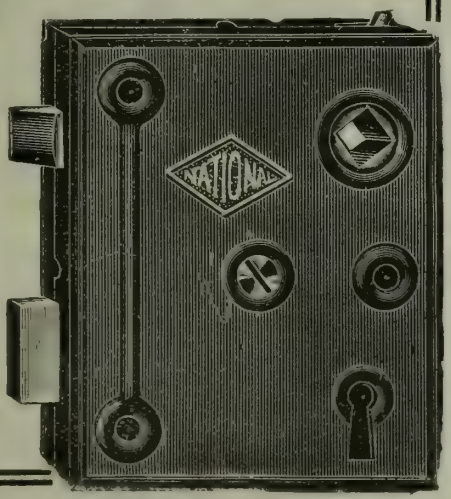




NATIONAL
Steel Rim LOCK

The NATIONAL lock is superior to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the best hardware buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.
Orillia, Ont., Canada

COMFORTABLE REST

BOYER'S GLIDING SETTEE
OR LOW-DOWN SWING

is generally recognized as the most perfect swing of any kind ever produced—a veritable "nest for rest."
The operating mechanism is simple in the extreme, and it is entirely free from noise, vibration and chance of getting out of order.
The "Standard" Style (shown in cut) has hardwood slat backs and seats, and the finish is the natural wood varnished, with red footboard and base.
A line that sells at sight.
Get details and prices. Handling the "BOYER" means increased profit for you.

Write for Catalogue "B."

The Stratford Mfg. Co., Ltd., Stratford, Ont.
Manufacturers of Ladders and Lawn Swings, etc.



STANDARD STYLE, WITH AWNING



GENDRON GO-CARTS

Are you running your store for **pleasure** or **profit?** Examine our line and you will find them to bring an unusual large profit.

SEND FOR CATALOGUE

Superior Finish

The superior finish, high quality and the medium selling price of our goods is a great drawing card to the public.

We manufacture Go-Carts, Carriages, Folders, Bathroom Fittings and Hardware Specialties that have no equal.

TORONTO Gendron CANADA

THE Gendron Manufacturing Co.
LIMITED
Duchess Street, - - - Toronto

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.
Limited
OWEN SOUND, - - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WANTED

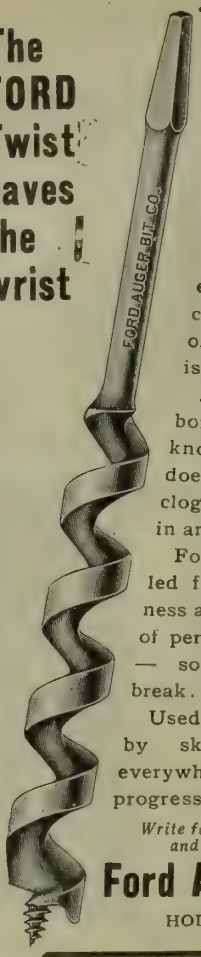
FIRST CLASS RETAIL HARDWARE MAN,

one capable of taking charge of a large retail business, and one with capital to invest preferred. A fine opening for right man.

Box 504, Hardware and Metal TORONTO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

The FORD Twist saves the wrist



The Ford Single Lip Bit is unquestionably the finest bit made. Its self-cleaning **Patented Concave Twist** is by far the easiest, fastest working, cleanest, smoothest boring, most accurate cutting piece of Auger Bit mechanism ever fashioned.

Its sharp cutting lip bores straight through knots — a nail even doesn't stop it Never clogs, scrapes, or tears in any kind of wood.

Ford Bits are unequalled for fineness, toughness and durability, made of perfect crucible cast steel — so strong they can't break.

Used and recommended by skilled woodworkers everywhere. Sold by all progressive dealers.

Write for descriptive circulars and free Catalogue H,

Ford Auger Bit Co.

HOLYOKE, MASS.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

BRASS RAILINGS

ALL DESCRIPTIONS. MADE TO ORDER.

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

"BANNER" COLD BLAST LANTERN

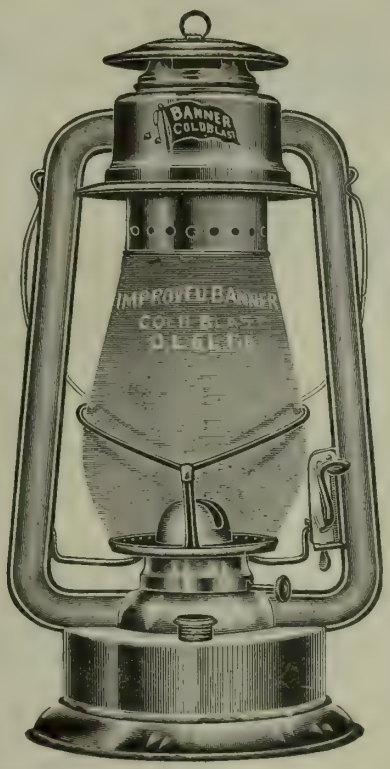
"Banner" Lanterns are half sold!

WHY?

Because: They are advertised to the consumer.

The best points are found in "BANNER" LANTERNS only.

Guaranteed Wind-proof.



"Banner" Lanterns burn 15 hours longer than any other.

CANNOT LEAK.

Welcome hard usage and cost no more than inferior lanterns.

For sale by all Jobbers.

Ontario Lantern & Lamp Co.

HAMILTON ONTARIO

Electric-Welded Logging Chain

is sold under an absolute quality guarantee



is known everywhere by the Swell-weld

A chain is no stronger than its weakest link, but in our swell-weld product the weld is the strongest part of the link, and the chain has the tensile strength of the material from which it is made.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step LaddersCurtain Stretchers
Folding Ironing BoardsFolding Clothes Bars.
Write for Circular and Price List

Otterville Manuf'g C'y, Limited, Otterville, Ont.

Saw Mills, Grist Mills, Factories

and every other industry in your locality where belting is used are your customers for GOODHUE'S

LEATHER BELTING

If you are not carrying an assortment of GOODHUE'S LEATHER BELTING in stock sizes you are losing good trade Write us for price list.

J. L. GOODHUE & CO., Limited
Danville :: :: :: Quebec

BISSETT & LOUCKS, P. O. Box 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Varnish Cans

We have just installed a new and up-to-date equipment for manufacturing Varnish Cans in all sizes from $^1/_{16}$ gallon to gallon. These cans are of imperial size with panelled sides and raised and bumped top, giving a smooth top which cannot collect dirt and dust. They are easily the best cans on the market.

AMERICAN CAN COMPANY

MONTREAL HAMILTON

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

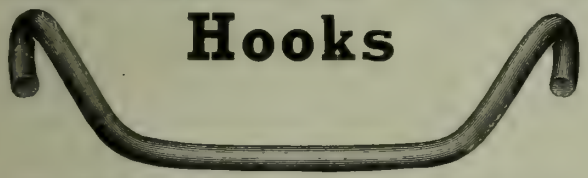
ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Galvanized Fence Hooks

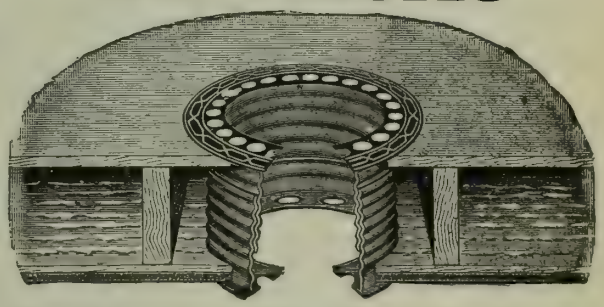


For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W and Atlantic Ave.; Montreal, 505-517 Notre Dame St. West: St. John, N.B., 37 Dock St.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

BETTER VALUE

For the price than any other hand sprayer on the market. That is why so many Hardware dealers specialize on the CAVERS

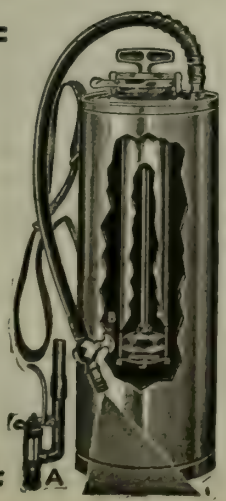
Improved Automatic Compressed Air Sprayer

It runs continually from 6 to 10 minutes and is the handiest machine in the world for spraying potatoes, small fruits, cattle, poultry; for whitewashing outhouses, etc.

Every farmer and gardener is interested in this Hand Sprayer. Some valuable improvements have been made on the 1911 machine—see them—write for circular.

Write us for special terms and datings

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



We would like you to handle our

Kitchen Wire Goods

A Fast Selling Line

THE PARKER WIRE GOODS CO.
Worcester - Mass.

Write for Catalogue

DINGMAN & McCOMBE
Montreal Canadian Representatives

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.

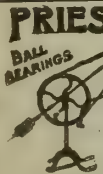


ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.

GALVO FILTER & STERILIZER

Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts. Write for Doctors' Reports on the "Galvo"

"ANTI-SPLASH"

FILTERS Plain or Screw Faucets 25c Write for discts.

FILTERS

Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre. -J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.

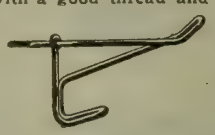


HOOKS.

Ask your jobber for Gold Coin Wire Hat & Coat Hooks, the kind with a good thread and point, made by automatic machinery.

Send for Sample to

JAMES & REID, Sole Mfrs.
Perth - - Ont.



IRON AND STEEL.

IRON and STEEL

OF ALL DESCRIPTIONS

Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Wagon Covers, Horse Covers, Tarpaulins, Etc.

Enquiries Solicited

193 Commissioner St., Montreal

MOOSE JAW

Whitlock & Marlatt

Distributing and Forwarding Agents

Warehouse on C.P.R. spur track

PROMPTNESS and SATISFACTION GUARANTEED

Business Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

TIMBER JACKS.

Trewhella Bros.' Australian Timber Jacks

For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable exceditious. A necessary tool for every farmer.

Trewhella Bros.

Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham, Victoria, Australia

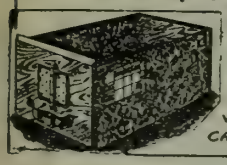
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellee Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

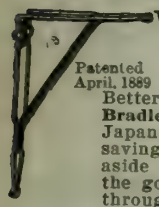
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

Patented April, 1889

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

TOOLS.



ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment of Cutters

EQUAL A DOZEN FORCED TOOLS.





Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co, Limited,

Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

Clothes Wringers

1, 2 and 3 YEAR GUARANTEES

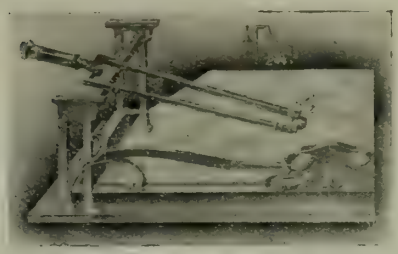
Flexible Drag Tooth Harrows

3-4, 11|16 and 9|16

The Estate of O. D. COWAN,
Gananoque, Ont.

Agents:

Asselin & McMaster, - **J. A. Giard,**
207 St. James St., Montreal. Quebec, P.Q.



CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. ***Write for Catalogue***

Canadian Representative---**H. L. SOPER**
469 Margueretta Street, - - TORONTO

Look for the Name

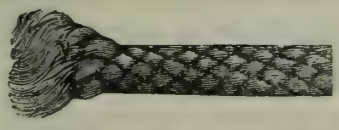
MYERS

Pumps—All Kinds.
Hay Unloading Tools.
Barn Door Hangers.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

The **INFALLIBLE GLAZIER'S DIAMOND.**

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

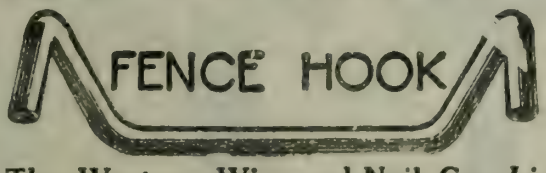
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets on Wire Fences***



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

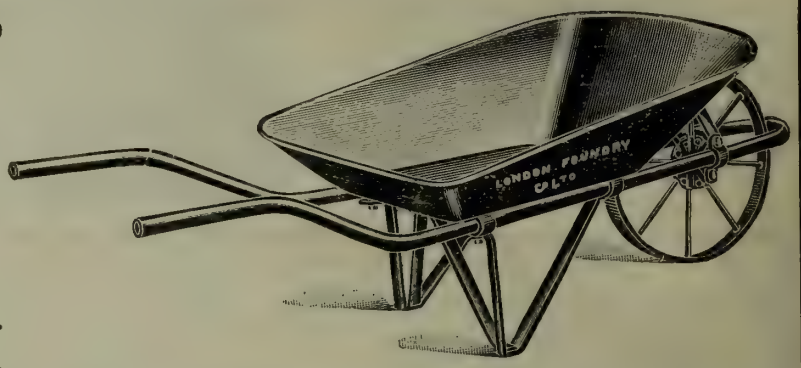
WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



PLIERS :: SHOVELS :: LOCKS

Mr. Buyer:—We can give you immediate shipments in these lines. Our stock is complete and our lines the very best. We know our prices will interest you.

SOLE AGENTS FOR THE CELEBRATED

Lindstrom Swedish Pliers and Geo. Wolfe & Son's Shovels

WRITE FOR CATALOGS. WHOLESALE ONLY.

Schuchardt & Schutte, 307 Coristine Bldg., Montreal

The clippers you will eventually recommend to ***all*** your customers are

Burman's British Clippers



They are the best—best for any of the manifold uses to which ***clippers*** are put

Horse Clippers, Barbers' Clippers, Power Horse Clippers and Sheep Shearing Machinery

Specialization is the ***keynote*** of successful manufacture.

We make ***Burman's*** Clippers and nothing else.

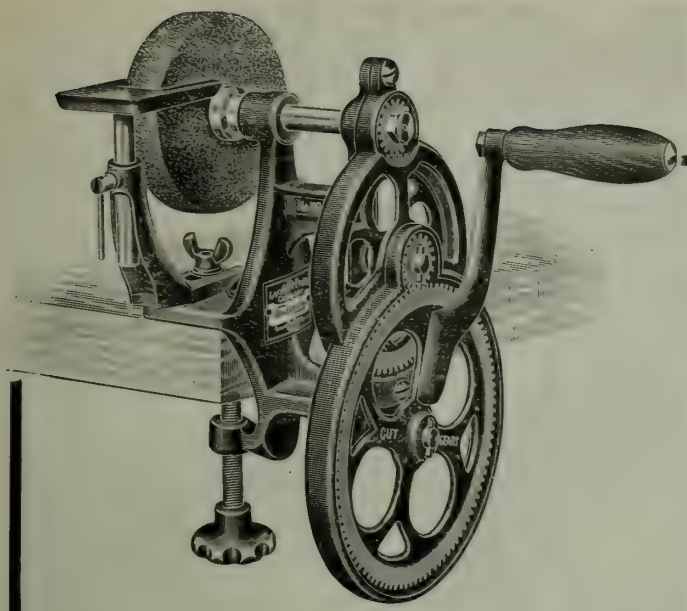
In our Power-Clippers our specialty is the ***Burman*** patent Clipping head. This is ours and ours ***only.***

Cuts over three teeth, central adjustment, spring pressure bar, anti-frictional device, perfect cutting balance, carefully hardened and interchangeable wearing parts.

Clippers and all parts supplied promptly from stock at Montreal.

All Clippers guaranteed by Burman's years of reputation and standing. We have a very attractive catalogue. To-day is the day to write.

B. & S. H. Thompson & Co., Limited, Montreal Sole Agents for Canada.



JUST COMPARE

The GOODELL-PRATT

BENCH GRINDERS

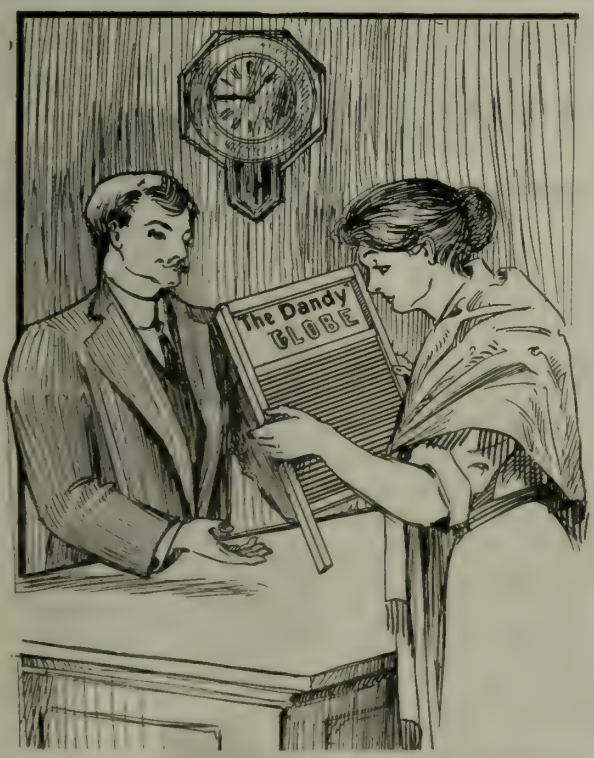
with those you may see, then examine our prices; this is all we ask.

Note our accurately cut and smooth running gears; see how well the whole machine is finished up and then decide.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



You will never lose t me in th· morn'ng, ma'm, putting this ·ogether. It's built to stay. Cane's boards always ·ati·fy ou· cu·tom. The old story.

CANE'S WASHBOARDS

Never Come Back Refused

There is a splendid series of varied styles and grades—one of them illustrated here—from which you can choose the grade and styles best suited to your trade.

Cane's Washday Woodenware includes everything from a clothes pin to an ironing board, done up attractively and easily sold.

CANE'S DANDY

is a cheap but well made washboard, heavy tin face, light back, lock corners.

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

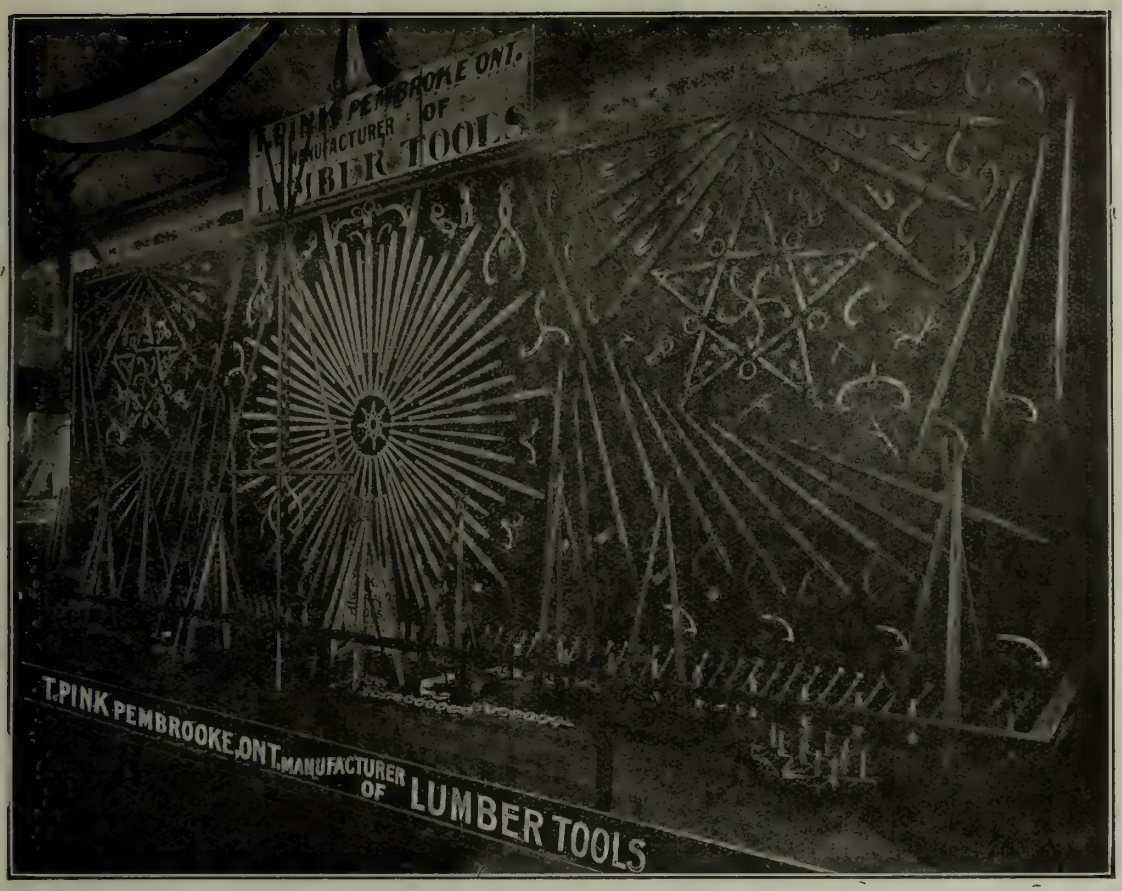
Simplicity and Convenience



Our Up-to-Date Restaurant Urns

are used in most high class Hotels, Cafes and Restaurants. Your customers want them. They are simple, attractive, convenient, and give perfect satisfaction. If you are a **money-maker**, write to us at once for full information.

The BUFFALO MFG. CO., Buffalo, N.Y.
Canadian Representatives:
H. F. McIntosh & Co, 28 Toronto Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durabl
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE W B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

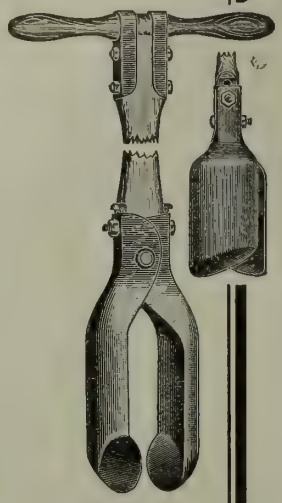
We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

FENN'S
Adjustable Post Hole Auger



holds undisputed pride of place as the fastest digging tool on the market, and for this reason alone is a splendid line to handle and recommend.

Moreover, it is simple in construction, stands abuse well, and has no castings to break or rivets to work loose. Blades are of highest grade steel bolted directly to standards, and the "Fenn" can be adjusted to dig different sized holes. Digs a full size hole clean to the bottom, and works equally well in any soil. Better send along for prices and fuller description of this splendid tool.

It is a line that sells readily and profitably. Write us to-day. Descriptive booklet forwarded free to enquirers.

The Fenn Manufacturing Co.
CHARLOTTE, MICH., U.S.A.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited
GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

BRUSHES

——NEW LINES——

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We show here a group of tools we manufacture.

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach. Will follow up a 5-8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers, OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.



Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



ROSS MILITARY RIFLES

ARE EASY TO SELL

With the big matches coming on, many men in your vicinity will be looking for a first-class rifle and a display in your window would help you to capture a part of this trade.

ROSS RIFLES took a large share of prizes at Bisley last year and won many of the first prizes at Ottawa and other meets.

WRITE FOR DISCOUNTS

ROSS RIFLE CO., - QUEBEC, P.Q.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

Still's Axe Handles

Insure Satisfaction

Increase your business by handling goods that are guaranteed to give perfect satisfaction. WE manufacture the GUARANTEED KIND of the STANDARD make. Be up to date—get acquainted with the **BEST** seller on the market.

Write for Catalogue and Prices.

J. H. Still Manufacturing Co.
Limited
St. Thomas, - - Ontario



"New Designs"
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO
Turenne

"New Designs"
See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Soya Bean Oil

Crude and Refined

In Barrels

"IN STOCK AT MONTREAL"

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 20, 1911 NO. 20

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

"Southern Cross"

BLACK SHEETS

Can be beaten into any shape, but you can't beat the quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

WESTERN TOOL GRINDER

For Durability, Efficiency and Economy no machine will give better satisfaction than the

WESTERN TOOL GRINDER

This machine is noiseless, dirtless, chainless, lightest run, longest lived grinding machine on the market. The friction is reduced to a minimum. It has cut gears encased. The wheel is a corundum grinder, 7x1. Every part of the machine is made of the finest iron and is very easy to handle.

Our Grinders are packed one in a box and only weigh 20 lbs.

There's money in it for you—Write to us.



The Taylor-Forbes Co., Limited, Guelph Ont.

REPRESENTED BY

H. G. Rogers—53½ Dock Street, St. John, N.B. W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 68-62. Want ads page 66.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Sportsmen Will Soon Be Getting Their Outfits



They will find many a use for the Carborundum sportsmen's stone—it will quickly sharpen an axe, hatchet, or hunting knife, or point hooks and gaffs—Put up in neat leather belt case—Sportsmen will also want a Carborundum razor strop or razor hone—The big popular magazines and sportsmen's papers will tell them to get them from you—Be sure that you carry them in stock—

WRITE TO-DAY for information regarding the Complete Carborundum Line, the trade helps, free display case offers, etc.

The Carborundum Co., Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

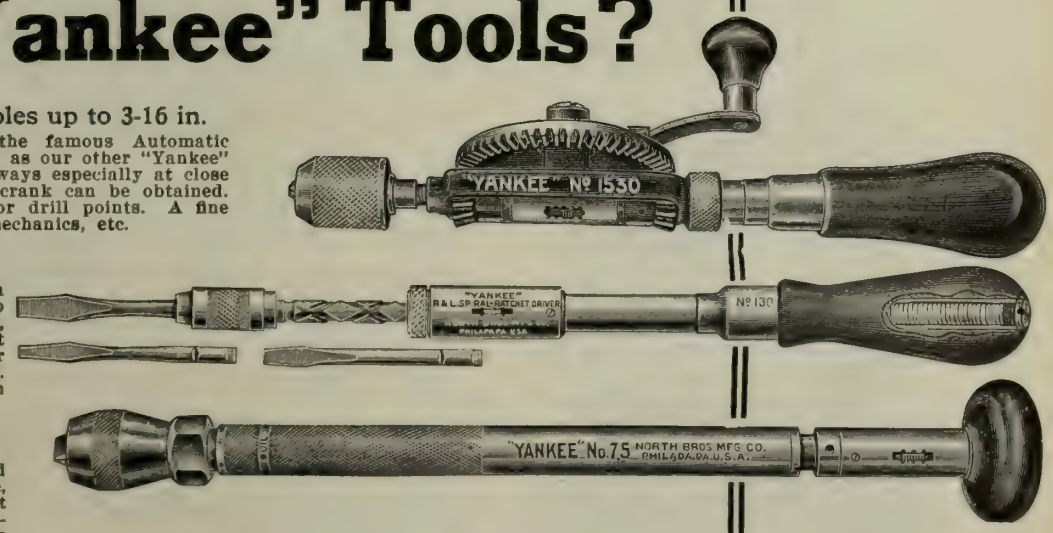
Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

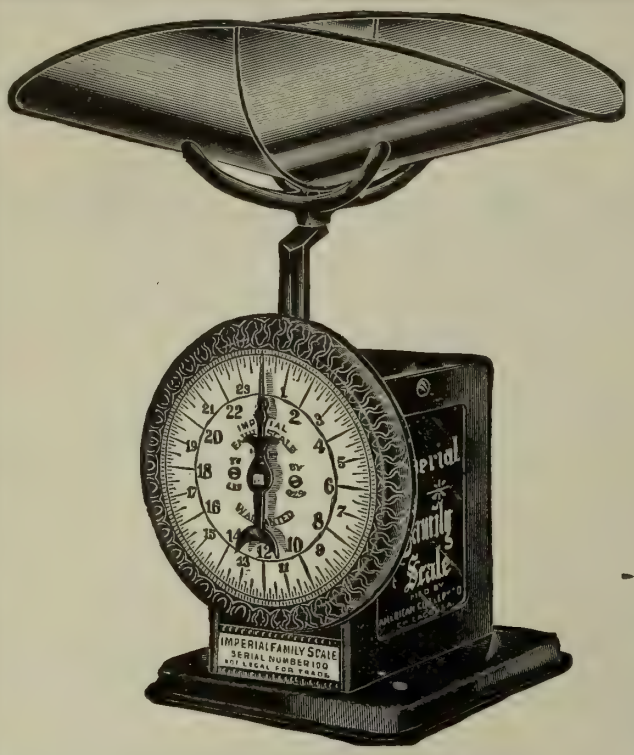
Bores holes up to ⅝ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

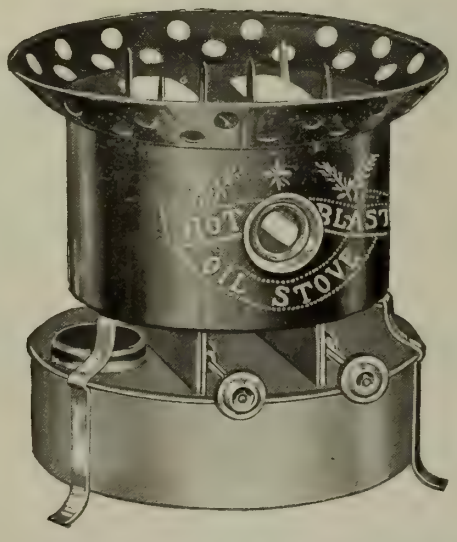
AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

THE S.M.P. "Hot Blast" Oil Stoves

Just the article needed for Summer Residences or Camps



These Stoves Have

Two Extra Large 4½ inch Burners.

Large Oil Filling Hole.

Legs made of Tinned Band Steel

Large Seamless Oil Founts, consequently no leakage.

Brass Thumb Pieces on wick turners.

Chimneys and Extensions made from Drawn Steel, therefore no breakage.

No Cast Iron Parts to get Broken in shipping or while being used.

Prices on Application.

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



HOW ABOUT YOU



Are You going to be In or Out?

Now is the time to decide

The Sportsman or Fisherman who comes to your store for Fishing Tackle expects you to be **"In"** the goods he wants and needs. He expects to find **an assortment** from which to make his selection. He has no time to wait for a shipment of a "Special Order."

If You are "Out" he will see if Your Competitor is "In"

and **you** will very likely lose a sale and in all probability lose a customer as well.



Can You Afford to be "Out" of a Complete Line of

Fishing Tackle

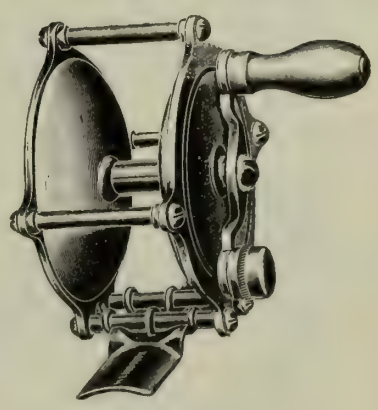
at this season of the year?



We think you will say No. You cannot.

You have no time to lose in getting your line in shape.

"He Who Hesitates Is Lost"



It is not necessary to carry a **Heavy Stock** of many of the items in the line—We carry the Heavy Stock—But it is very Essential to have **Your Assortment Very Complete.**

Our Catalogue No. 45

Illustrating and Describing the Most Extensive Line of Fishing Tackle ever carried by a Jobber in the Dominion of Canada

Will be sent you upon request

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

It Pays==

Buy Wisely
Sell Wisely

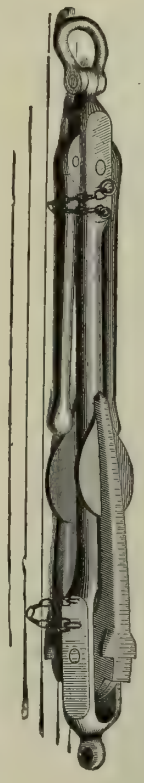
"Merchants"—

By buying your requirements from us, we help to save money for you.

Are You Making Business

on the principle that a DOLLAR Saved in buying is as valuable as a DOLLAR Made in selling ?

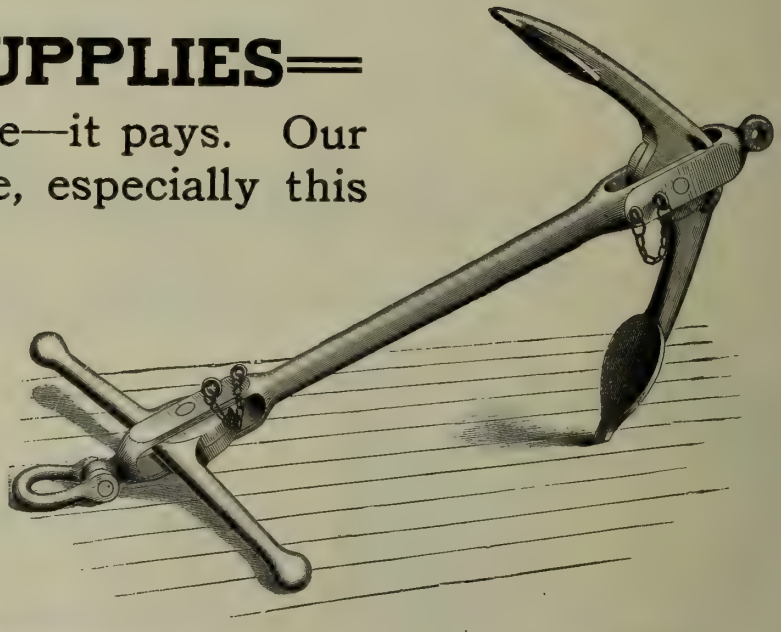
Get the Best Value for Your Money.



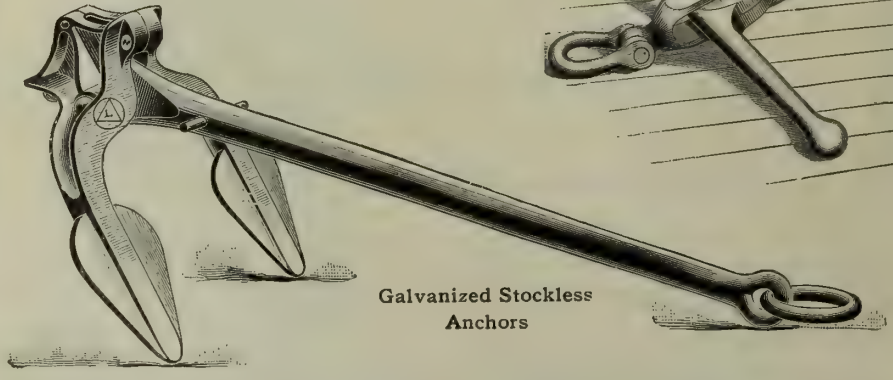
==BOAT SUPPLIES==

Get in on this line—it pays. Our stock is complete, especially this time of the year.

"Dirigo"—Closed



"Dirigo" Folding Anchor—Open



Galvanized Stockless Anchors

When in the market for Boat Supplies—write us.

We Ship Promptly — We Ship Promptly

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

No more Squealing, always Sticking, Wheel Casters for the modern home.

Domes of Silence



The New Invisible Casters will not scratch or mark the finest floor or drag and tear the carpet as other casters do.

They retail for
15 cents
per set.

Many Furniture Makers are alive to their interests. They now fit their product with DOMES of SILENCE, as their goods sell easier that way.

Do not buy DOMES of SILENCE and hide them away on a shelf, but show them, they sell on sight. A chair in your store fitted with these casters will help sales greatly.

Sole Wholesale Distributors,

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Infringements will be prosecuted.

SIZES OF DOMES OF SILENCE.



No. 1.
For Small Chairs.



No. 2.
For Chairs, Light Tables, etc.



No. 3.
For Heavy Furniture.

EASILY APPLIED WITHOUT SCREWS or NAILS.



The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WROUGHT PIPE

Black and Galvanized



Order "M.R.M." Brand Pipe and you can recommend it with confidence to your customers.

Every length is tested with 500 lbs. hydraulic pressure to the square inch before it leaves our mill. Sizes $\frac{1}{8}$ to 12 inches kept in stock.

All Bundles Tagged M·R·M CO. **with our Trade Mark**

MADE BY

The Montreal Rolling Mills Co., Branch

HEAD OFFICE: HAMILTON, CANADA

Feature Tennis Goods



More people would play tennis if sufficiently reminded and encouraged---which is another way of saying that there is plenty of trade for those who go after it right. We have the goods, if you care to feature them, and at prices that will get you the business.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

SEASONABLE LINES



Water Coolers

Nicely Japanned in fancy colors and attractively ornamented, nickel-plated faucet. Six sizes—2, 3, 4, 6, 10 and 15 gallons.

Can also be supplied with excellent Carbon Filters in four sizes only, 3, 4, 6 and 10 gallons.

Each Cooler being carefully packed in a case alone, ensures delivery in perfect condition.

Watering Pots



JAPANNED in bright green and fitted with patent cleanable rose. 7 sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

GALVANIZED. Strong and made to last. 3 sizes: 10, 16, 20 quarts.

Write for Prices

THE THOS. DAVIDSON MANUFACTURING CO., Ltd.

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.

Canadian Works—Fraser Avenue, Toronto, Ont.

ARROW BRAND **CLOTHES WRINGERS of this style are especially**

Designed for Modern Houses which are all fitted with Stationary Tubs.

They have 12x2 in. Rolls and Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick.



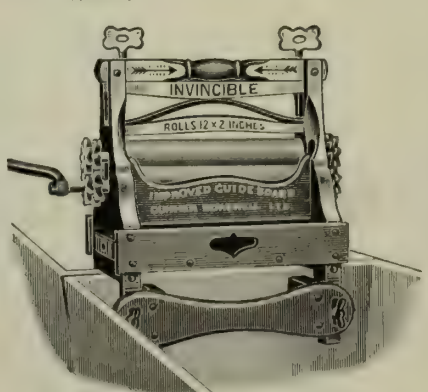


SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs. Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



Stock them The demand is growing

Made only by

Cummer-Dowswell Limited, **Hamilton, Ont.**

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

National Fire Underwriters Approve

SINCE it is much stronger than Copper or Bronze, and resists fire better, Community Galvanized Sash Chain has been approved by the National Board of Underwriters.

COMMUNITY

GALVANIZED SASH CHAIN

Hercules Finish

is made of steel hot galvanized and then heavily plated with copper. By this method of manufacture all defects of copper or bronze chain are avoided, and a better and more practical chain is produced at less cost.

GUARANTEED RUST PROOF

WRITE FOR SAMPLES AND PRICES



Showing casing cut away, allowing chain to be seen in position.

ONEIDA COMMUNITY, LIMITED

Niagara Falls, Canada

NOTE---We also manufacture Community Sash Chain in polished steel, galvanized and other finishes.

ASK YOUR JOBBER FOR PLYMOUTH ROPE

PLYMOUTH rope is the kind for the progressive merchant to sell. It is good, honest rope; it's always the same—no poor coils; no kicks from your customers on PLYMOUTH.

Perhaps your people don't realize what a difference there is in rope, don't know there is something better than the common kind.

It's an easy way to make a friend by showing them, and selling them a piece of

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope has been making friends for eighty-six years, and you can just as well as not get the benefit of a part of this prestige which has been accumulating all that time.

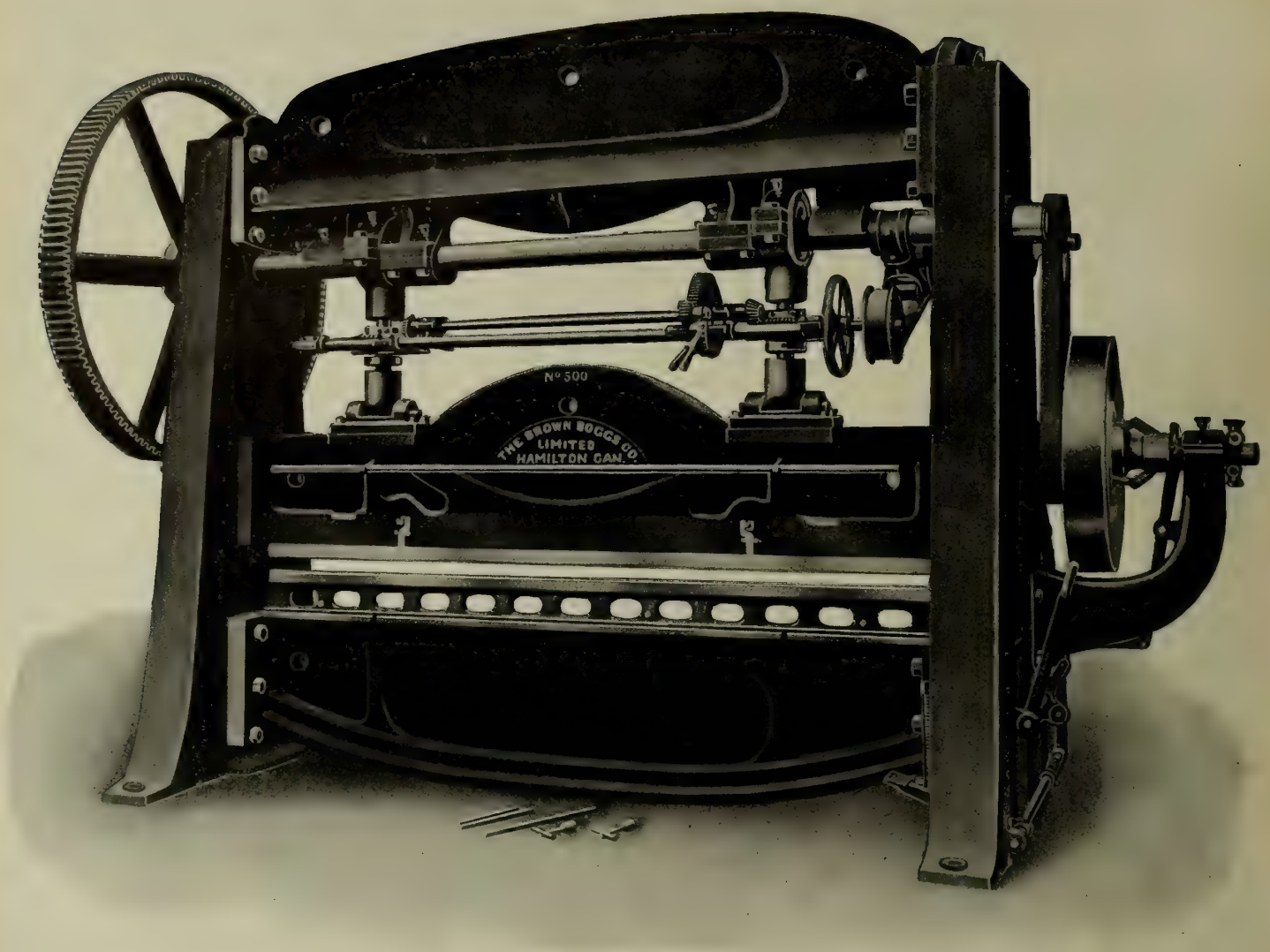
All that is necessary is to ask your Jobber for PLYMOUTH Rope.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER



10 Foot Power Press or Brake

Capacity, No. 10 Gauge Soft Steel.
Weight, 28,000 lbs.

This machine is of the most MODERN design and embraces new features that are a distinct advantage. It is complete in every respect. Manufacturers of METAL WINDOW FRAMES AND SASH, FIRE-PROOF DOORS, ETC., will find it a most economical investment.

WRITE FOR PRICE AND FURTHER PARTICULARS.

THE BROWN, BOGGS CO., Ltd., HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES

The Standard Clipper!

We invite comparison either in foreign or domestic lines of clippers.

THE BURMAN No. 17



BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts.

All British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

B. & S. H. Thompson & Co., Limited

Sole Canadian Agents

MONTREAL, - - QUEBEC.

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

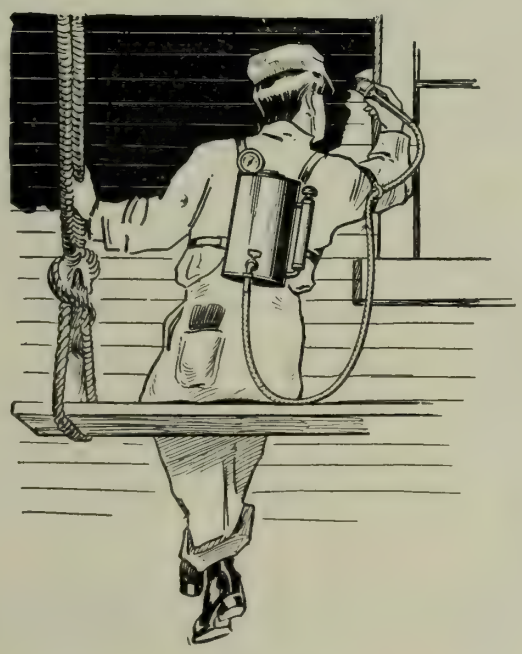
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

Made-up Cans and Trimmings

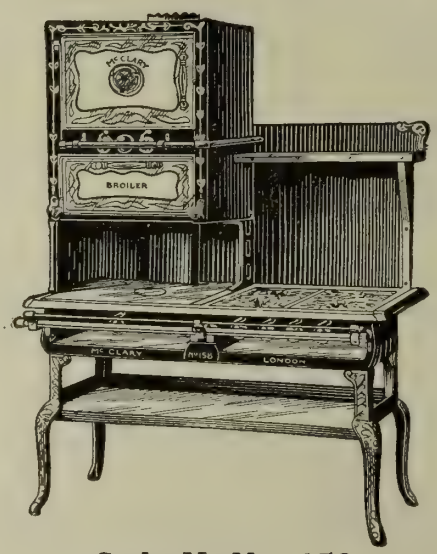
Milk Cans, Railroad and Delivery Cans



Cream Cans, "Samson" Hand Delivery Cans

We can also supply any trimmings required for these cans. We also carry a heavy stock of tinned sheets, all sizes and gauges.

"McCLARY" GAS RANGE



Style H, No. 158

We herewith show cut of 1911 Series style H, No. 158 Gas Range. The style H McClary Gas Range is considered the acme of perfection. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This Range is fitted with High Shelf, Right and Left Hand Oven, large 18-inch polished Cast Iron Griddle Plate, etc.

Send for booklet on the 1911 Series McClary Gas Range

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON



June Brides

JUNE ROSES and JUNE BRIDES

WEDDING GIFT SEASON

Make a display of

1847 ROGERS BROS. X S TRIPLE

Next month is June, and with June comes the Wedding Gift Season, and Silverware above all is the most popular for wedding presents.

In

1847 ROGERS BROS. X S TRIPLE

you have the heaviest grade of Triple Plate, backed by the guarantee of the largest makers of Silverware in the world, viz.,

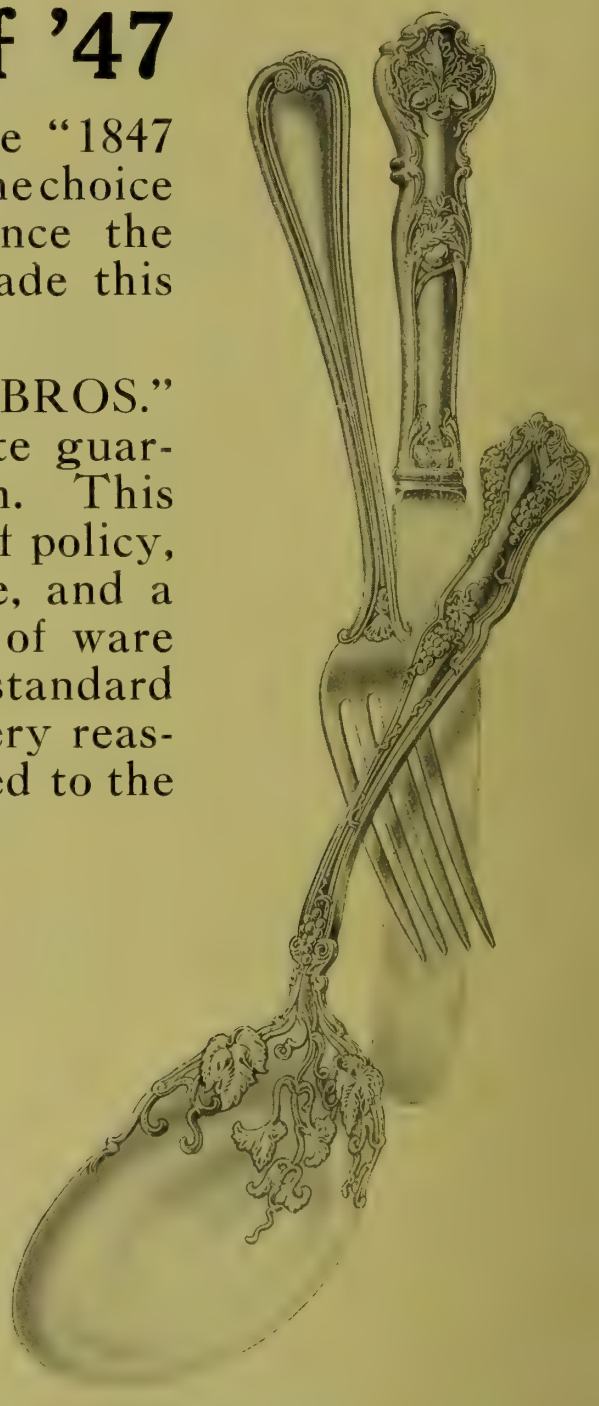
"SILVER PLATE THAT WEARS"

unexcelled in beauty of design.

Your customers read our advertisements in five hundred papers, journals and magazines. Why not make them realize that you handle the Ware with which they are familiar?

MERIDEN BRITANNIA CO., Hamilton, Canada

Since the Days of '47



Quality and beauty have made "1847 ROGERS BROS." Silver-plate the choice of discriminating purchasers since the original "Rogers Bros." first made this famous ware in the year 1847.

Every piece of "1847 ROGERS BROS." Ware has back of it the absolute guarantee to give entire satisfaction. This guarantee is not only a matter of policy, but all confidence in our ware, and a sincere desire that every piece of ware purchased shall be as near our standard as it is possible to make it. Every reasonable complaint shall be adjusted to the satisfaction of all concerned.

The dealer handling

"1847 Rogers Bros. XS Triple Ware"

should talk "quality." The kind of silver that looks well on the show case, but will not stand daily service, is not a good kind to buy, nor a good kind to sell. Silverware must do more than appeal to the eye.

"1847 Rogers Bros. XS TRIPLE"

has for sixty-one years been known as **"Silver-Plate that Wears,"** and it is the highest class of silver-plate made.

We are extensive and persistent general advertisers and the individual dealer who handles our ware reaps the benefit.

Remember a satisfied purchaser is a customer gained.

Let us send you our "Advertising Helps."

MERIDEN BRITANNIA, CO., Hamilton, Canada.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

PENINSULAR RANGES



THE PARAGON PENINSULAR

A New Steel Range that sells at a Medium Price.

DESCRIPTION

No.	Covers.	Oven.	Wood.	Weight.
49-16	Four 9-inch	16x19x12	24	400
69-18	Four 9-inch Two 7-inch	18x19x12	24	415
69-20	Six 9-inch	20x19x12	24	430

Send for our new Catalogue

CLARE BROS. & CO., Ltd., PRESTON, Ont.

BRANCHES:

Clare & Brockest, Limited, Winnipeg, Man.
Reynolds & Jackson, Calgary, Alta.
Race, Hunt & Giddy, Edmonton, Alta.
J. M. Kains & Co., Vancouver, B.C.
The Mechanics' Supply Co., Quebec.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

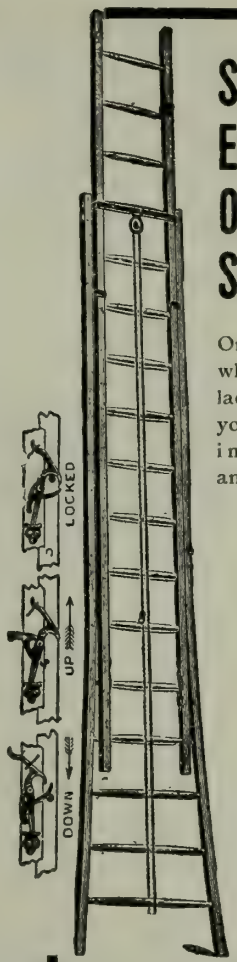
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Strong Easily Operated Serviceable

On every occasion where an extension ladder is required, you are quite safe in recommending and supplying our

ROPED EXTENSION LADDER

It is the safest and best on the market, and has automatic hooks that lock at every round and unlock between the rounds.

Can easily be converted into two ladders. Made of clear, short-leaf yellow pine and rock-elm rounds.

Send for catalogue B and prices

The Stratford Mfg. Co. Limited

Stratford - Ontario

We make all kinds of Ladders.



Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

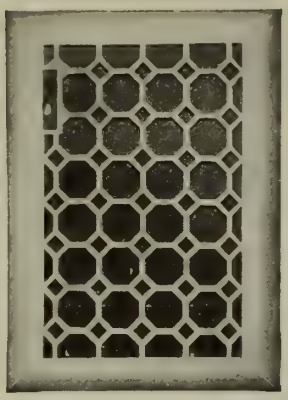
Furnaces and Furnace Materials and **Boilers and Boiler Materials**

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.



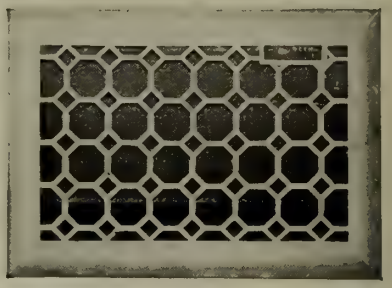
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Our Corrugated Iron is Stamped,

Not Rolled, and is Absolutely Straight and Uniform.

We make CONDUCTOR PIPE, EAVETROUGH, ELBOWS, VENTILATORS, SKYLIGHTS, ETC., and we make them right.

When in a Hurry Order from Us.

Wheeler & Bain, THE QUICK SHIPPERS

TORONTO, - - - CANADA

Morrison's Improved Injectors



Recognised by experienced engineers as the best, operating at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements We have established and maintain the highest quality known in

J.M.T. Standard Injectors

J.M.T. Improved Injectors

which speak for themselves wherever introduced. We have added an improved Drain Valve, which operates to advantage in many ways, and emphasizes the strong working points of the "J.M T." line.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO

The "CANADIAN HOWARD"

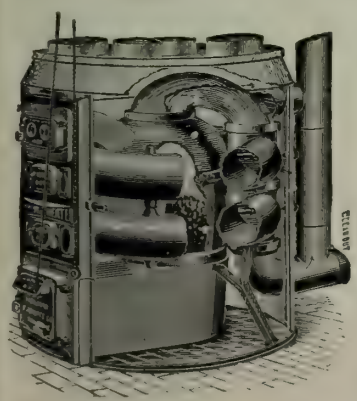
DURABLE - ECONOMICAL - SIMPLE

The selection of a furnace to properly heat your home is a very important matter. Comfort and expense are not the only things to be considered, but the welfare of the family which will largely depend on the proper installation of a system that will constantly supply pure, fresh, warm air.

The down-draft principle, as perfected and applied to this furnace, will retain the combustion and ——— longer than any other furnace.

The Canadian Howard stands very low, a particular advantage when cellars are shallow.

Our Standard Flat Shaking and Dumping Grate supplied with the "Canadian Howard" is simple in construction, made very heavy and durable, easily operated, and proves very satisfactory. Write for proposition to-day.

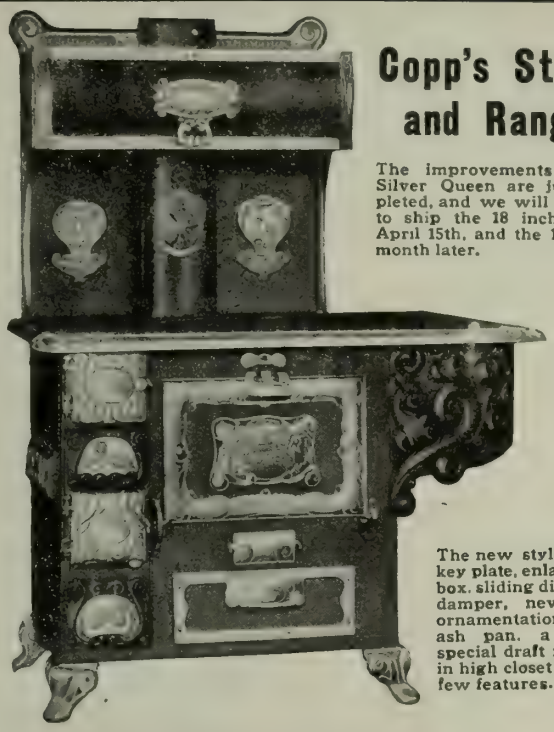


THE

C. NORSWORTHY

CO., LTD.

St. Thomas, - Ont.



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lif key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

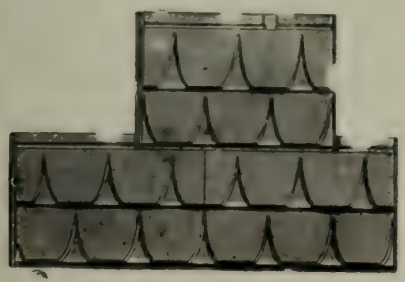
The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

The "Crown" Shingle
Patented 1909.



Fine Driving Snow Cannot Penetrate "Crown" Patent Steel Shingles

TINNERS!

Stop and think what this means to YOU.

This one argument that driving snow cannot penetrate "CROWN" PATENT STEEL SHINGLES is strong enough to win for you the business which now goes to the slater or wood shingle roofers.

You with "CROWN" PATENT STEEL SHINGLES could offer house owners such strong advantages as to get this pitched roof business easily in addition to your present plain tin work.

Besides, "CROWN" SHINGLES are more easily and quickly laid at a greater profit.

Send your name and address for the proofs of all this.

Write us before you forget and let us send you Catalogue and Price List.

McFARLANE & DOUGLAS, Ltd., Manufacturers - 250-260 Slater St., Ottawa

"JEWEL" FURNACE New Pattern. Two Sizes, Nos. 21 and 23

A Special Low Furnace

Different in shape and proportion from our other Furnaces, being specially constructed to surmount the difficulty of obtaining a sufficient pitch to the Warm Air Pipes in buildings with **LOW CELLARS.**

When flat top is used the No. 21 Furnace, cased, will not exceed 4 feet in height.

Diameter of Fire Pot—No. 21, 19 in.; No. 23, 22 in. Feed Door Opening, 13 x 13 in.



All our Furnaces are constructed on Correct Scientific Principles, and are mounted and fitted with the greatest care, under the direction of skilled and experienced men.

OUR FURNACES GIVE SATISFACTION AND STAND THE TEST.

This cut shows the construction of the Furnace.
The part of Furnace above Fire Pot is tilted on its side in order to show Combustion Chamber and Radiator.

The Fire Chamber is of ample dimensions and the **Feed Door** measures 13 x 13 inches.
The Radiator is made of heavy steel plate and surrounds the Fire Chamber, except at Feed Door.
The Fire Pot is made of heavy Cast Iron in two sections, upper and lower. This construction prevents the cracking of Fire Pot by unequal expansion and contraction of the iron. The Fire Pot of No. 21 is plain. The Fire Pot of No. 23 is flanged and has therefore a much greater radiating surface. The two sections of Fire Pot are attached by deep **Cup Joint** packed with asbestos cement. All other joints in Furnace are similarly constructed and a **Jewel** Furnace properly set is **ABSOLUTELY GAS TIGHT.**
The Water Pan is inserted through the outer casing near the base of the Fire Pot. When the pan is kept full the evaporation of water ensures ample humidity at all times.
Notice the **Dust Flue** in front of the Fire Pot, Connecting Ash Pit with Fire Chamber. Through this flue all dust is carried off when cleaning out ashes or using poker or shaker.
No. 21 Furnace has a heating capacity of 15,000 feet. **No. 23 Furnace** has a heating capacity of 25,000 feet.
This is the latest addition to a very large line of **WARM AIR FURNACES.** **Manufactured by**

THE BURROW, STEWART & MILNE CO., LIMITED

Established 1864

Head Office and Factory at HAMILTON, ONT. Branches at Toronto, Montreal and Winnipeg

Western customers will please address The Burrow, Stewart & Milne Co., 130 James Ave., Winnipeg.



"It surely is the ceiling material of the present and the future."
—The Philosopher of Metal Town.

GET AFTER THE

METALLIC CEILING

BUSINESS IN YOUR TOWN

PUT SOME SAMPLES IN YOUR WINDOW, MAKE A NOISE AROUND TOWN AS THOUGH YOU KNEW ALL ABOUT IT, AND YOU'LL GET THE BUSINESS—GOOD, PROFITABLE BUSINESS, TOO

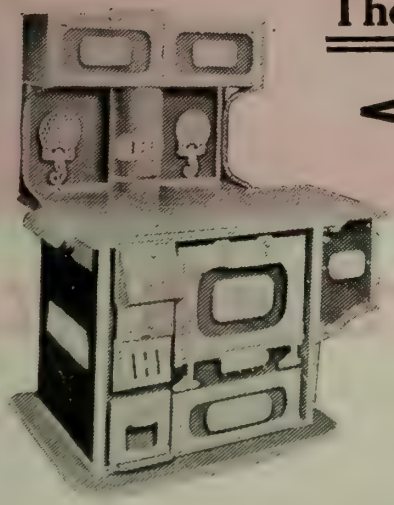
Our Catalogue will post you fully. Our Samples are Silent Salesmen. Both are yours for the asking.

SHARP EMBOSSING AND ACCURATE FITTING ARE FEATURES OF OUR METALLIC CEILINGS

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(2)



The Joy Malleable Range

Our Ranges are made of the finest material and the best workmanship.

The Range bodies are constructed of No. 16 Wellsville polished, double stretched steel plates, lined with heavy asbestos millboard, covered with Bessemer steel, absolutely protecting it from destruction.

All tops, doors, door frames, dampers, handles, hinges and supports are made of malleable iron, all joints being thoroughly riveted and airtight.

The frames, angles and ovens are finished in aluminum, which preserves the surface from rust, will not burn off and can be cleaned with soap and water.

The doors, panels, brackets, drafts, tea shelves and towel-bar are nickel-plated.

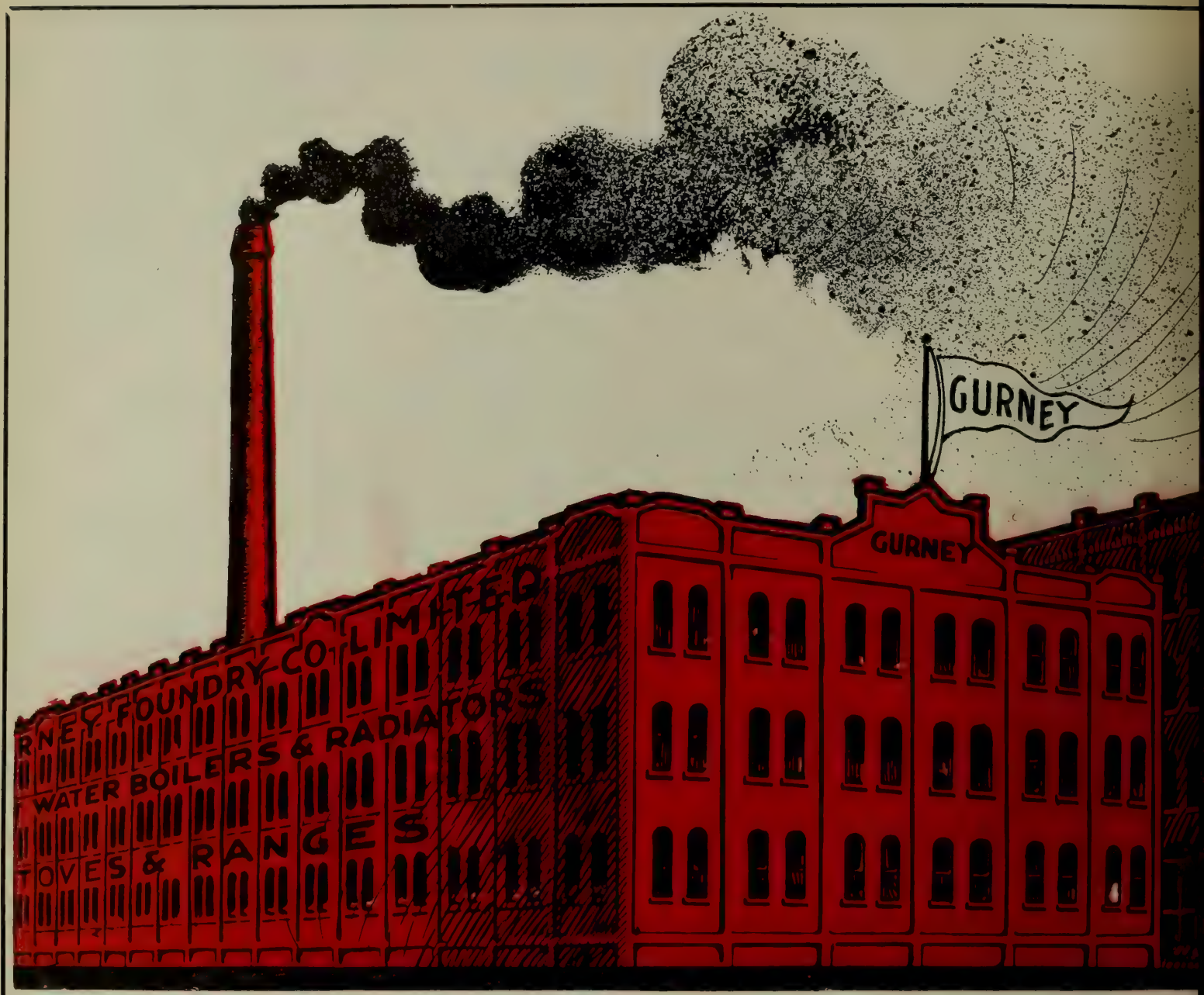
Our Joy Malleable Ranges are superior to all others for perfect and rapid heating—for baking they never fail to satisfy.

Write for catalogue and prices.

The Canadian Heating and Ventilating Company, Limited

OWEN SOUND, ONTARIO

Agents—Canada Stove & Furniture Co., Montreal Que.; Christie Bros., Ltd., Winnipeg, Man.; M. C. Drew & Son, Vancouver, B.C.



Why Gurney-Oxford is the

You Can Talk Quality.

The Gurney-Oxford is the best line of stoves and ranges to be had for the price anywhere in all Canada.

You can **talk** it and you can **prove** it.

It is made by the best known stove manufacturers in the business.

It is the best **advertised** line of stoves in the country.

You Can Talk Variety.

There are 205 lines of stoves and ranges being made by The Gurney-Foundry Company to-day and put out under the Gurney-Oxford trade mark.

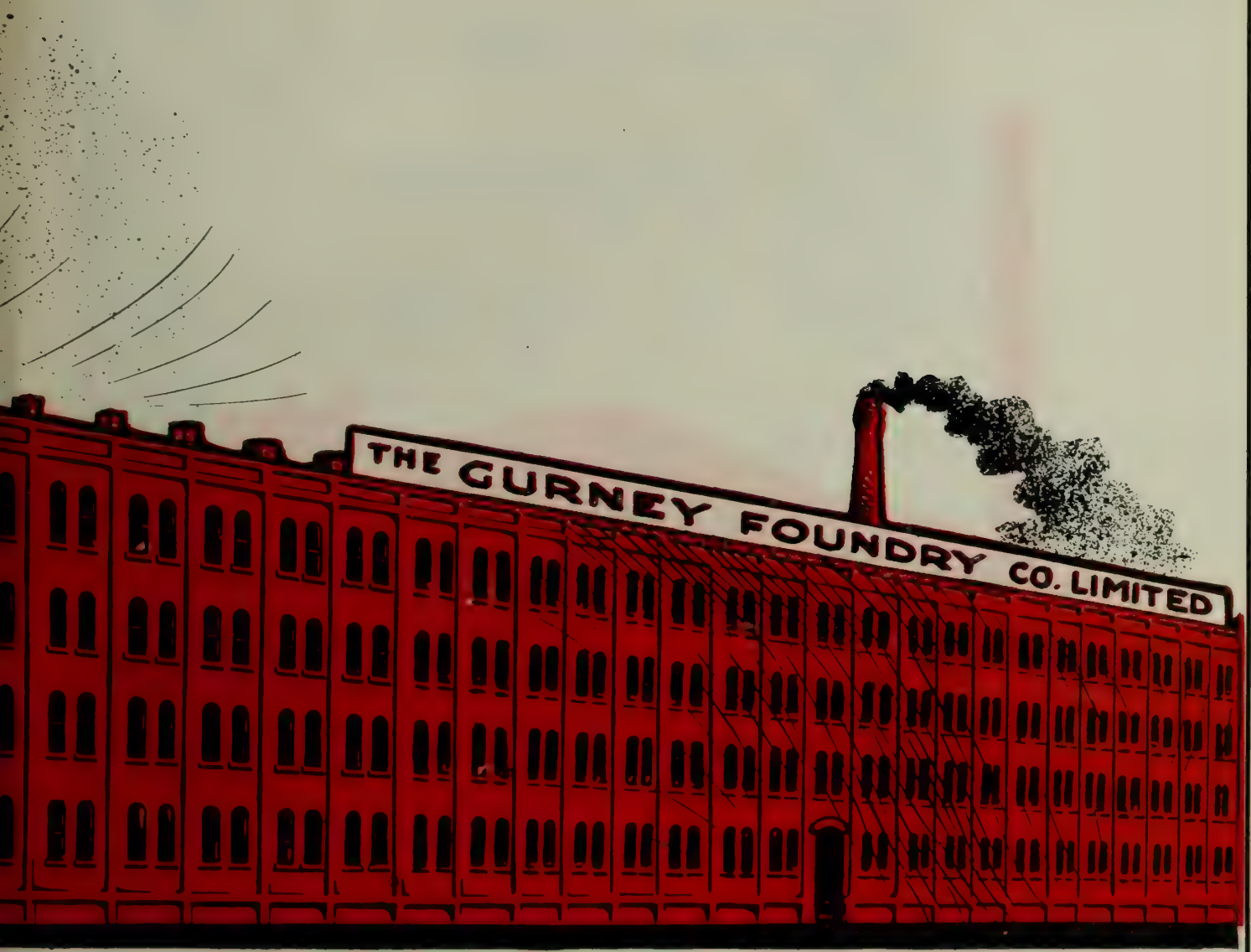
Stoves for every purpose and for every sort of fuel!

Steel Ranges	Combination Coal and Gas Ranges
Cast Iron Ranges	Wood Ranges
Hotel and Army Ranges	Wood Heaters
Natural Gas Ranges	Soft and Hard Coal Heaters
Manufactured Gas Ranges	Furnaces.

GURNEY-OXFORD

THE GURNEY FOUNDRY

TORONTO MONTREAL HAMILTON



Best Line for YOU to Handle

The Manufacturers' Co-operation.

We give you exclusive territory **and refer inquiries to you**.

Prompt shipments.

Prompt and perfect repair service—the best in the country.

All the help our travelling men know how to give.

All the printed matter you can use.

Window Dress Feature Cards

Personal Service of Adv. Dept.

And in addition to this, the biggest campaign of Advertising ever put out by any stove concern in Canada.

Wide General Publicity in such magazines as

Family Herald and Weekly Star
Canadian Courier North West Farmer Canadian Collier
Farmer's Advocate Farm & Ranch Review Manitoba Free Press
Home Journal and many others.

Strong Newspaper Publicity in every daily or weekly of any note throughout the whole Dominion.

This advertising appears in your own papers, **over your own name**.

The Gurney-Oxford line gives you more to do business with---the Gurney-Oxford makers do more to get business for you, more to co-operate with you---than you can find in connection with any other line of stoves and ranges in the country.

COMPANY LIMITED

WINNIPEG CALGARY VANCOUVER

GURNEY-OXFORD

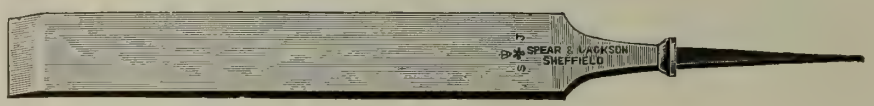


MERMAID

"THE NAME'S THE GUARANTEE"



NO. 1D2 FIRMER CHISEL



PARING CHISEL



LEAP-FROG

A VERY LARGE MANUFACTURER IN THE UNITED STATES WHO WANTED THE BEST IN EDGE TOOLS, RECENTLY WROTE AS FOLLOWS:

"We find that Spear & Jackson blades outwear any other blades on the market that we know of, and have always given perfect satisfaction."

Why Pay MORE for Inferior Goods?

SHOVELS, SAWS, EDGE TOOLS, TOOL STEEL, ETC.

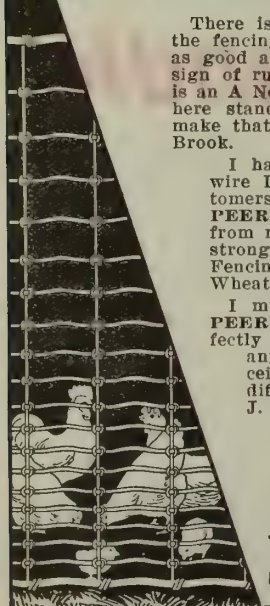
J. A. HENDERSON,
Metals and Hardware, MONTREAL.

Spear & Jackson, LTD.
SHEFFIELD, England.

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence Saves Expense



There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.
Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN

A Business Asset

The ability to speak English correctly and fluently is a business asset of no mean importance.

Yet how rare it is!

YOU, Mr. Hardware Clerk, or Mr. Salesman, may need this ability, and it can be easily acquired. There is a fascinating way to polish up your English by acting as

CIRCULATION REPRESENTATIVE

of the MacLean Publishing Company.

We have an attractive offer to make you, one which will qualify you for better positions, and, if you hustle, will mean a weekly salary of $15, year in and year out.

The work will not require all your time.

Write at once for particulars.

MACLEAN PUBLISHING COMPANY
143-149 University Avenue - - TORONTO

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is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

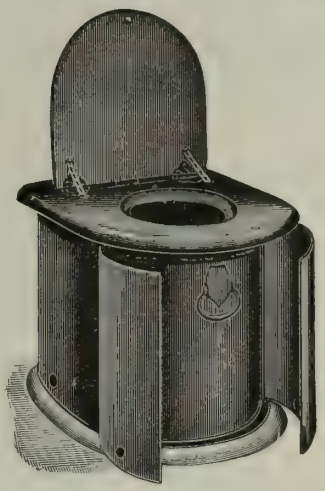
The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.

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That has Earned the Name of Sanitary

No Water No Plumbing

Sanitary Odorless

A Closet that is especially planned for rural districts where they have no sewerage connection.

A closet that is perfectly Sanitary and odorless—a closet that is made right, works right, and is right at all times, and for sale by the leading Hardware Merchants in every town. **Write for catalogue "F."**

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And here is one of the secrets of its success, that users can see without your telling them—the rocker bearing that takes the strain which in ordinary wrenches is thrust upon the helpless frame pin. Any wonder it wins out? You can give a side twist or a sudden jerk and you make no impression on this rocker feature.

and it speaks for itself—good, strong selling points, too. Look at the bend in the hook jaw—see how strongly it is re-inforced? Powerful grip, with a quick get-away. It never locks nor crushes a pipe—guarantees not to.

FRAME AND HANDLE ONE SOLID PIECE

No small parts to keep together. Nut longer than on other pipe wrenches, reduces strain on threads. Cannot bind and gravity alone brings instant release.

Now don't calculate or guess what this wrench will do—you are enough of a mechanic to recognize the logical facts we set before you—the Cochran Wrench will do what we claim for it. Send us a trial order—our guarantee protects you—the progressive workman wants up-to-date tools—you can't afford to let your competitors get them before you do

Cochran Pipe Wrench Mfg. Co.

Canadian Branches,

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"Great Western"
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"Eagle"
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Kearney & Foot
"J. B. Smith"



All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result, Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber can Supply you.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

The ELGIN Wrench Man says,



If you are a good BUYER,
you want to keep up stock of

ELGIN WRENCHES.

If your Salesmen are alert on your Specials, you NEED to keep up stock of

ELGIN WRENCHES.

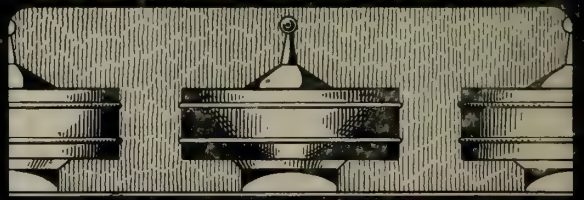
This means as much to you as it does to us. In fact, our interests are mutual.

THE SEASON IS ON! WILL YOU?

All Prominent Canadian Jobbers stock them, awaiting your call

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Mr. Dealer—Get Out After The Ventilator Trade!

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results

With fresh, pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial, and if you decide to do so, just write us, and we will furnish you with full details.

THE METAL SHINGLE & SIDING Co. LTD. PRESTON ONT.

FACTORY ALSO AT MONTREAL, QUE.



SPECIFY THIS BRAND

It Stands for Quality

The Value of an Article is arrived at by the work it performs

Consumers Cordage Co., Limited

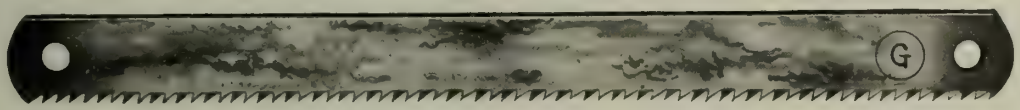
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Manufacturers of all Descriptions of

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HACK G SAWS

Hard, tough, fast cutting blades; a little higher in price than some, but worth every cent they cost.

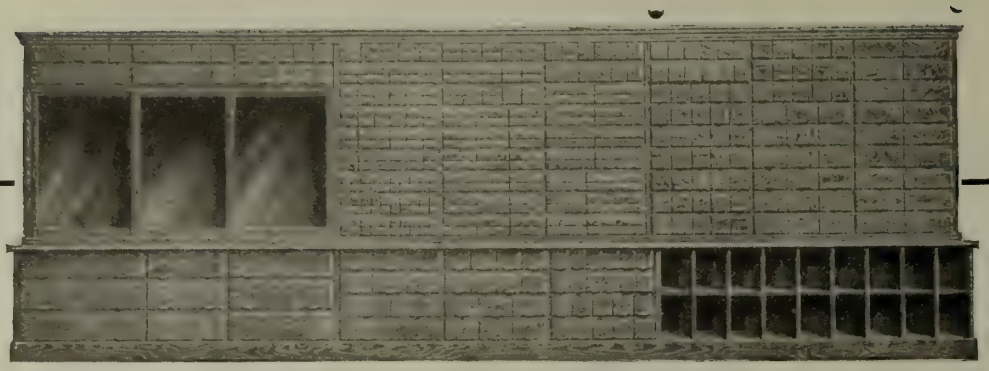
Blades that will please your customers by their cutting and wearing qualities, and make them come back for more.

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Toolsmiths

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Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

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No. 190

E. C. ATKINS & CO., Inc.

Hamilton, Ont. MAKERS OF STERLING SAWS U.S. Factory, Indianapolis, Ind.

It is Very True

THAT NO CHAIN IS STRONGER THAN ITS WEAKEST LINK.

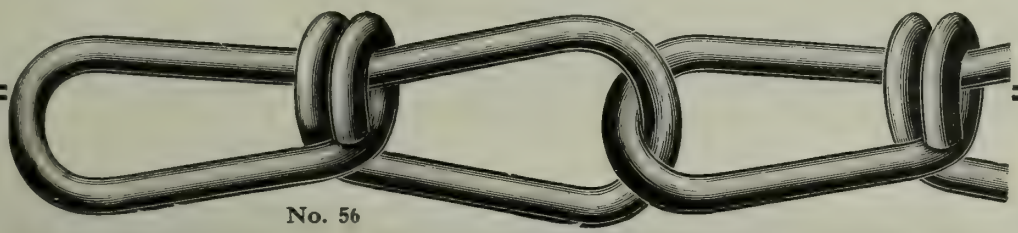
BUT THERE ARE NO WEAK LINKS IN

Greening's Steel Wire Chains

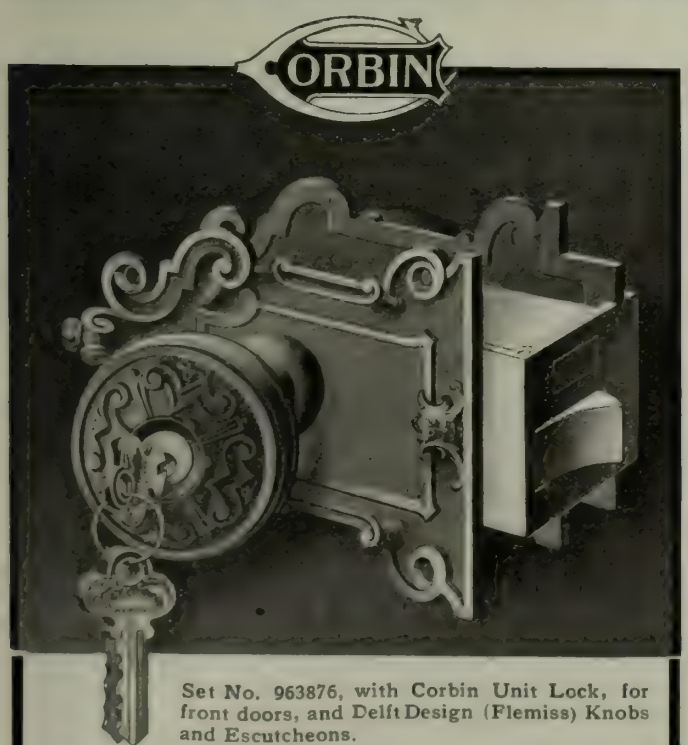
They are the strongest chains of their size made and can be absolutely relied upon for the various purposes for which they are made. We make them up for Halter, Dog and Kennel Chains, Tie-out Chains, Trace Chains, Cow Ties, and for various manufacturers' requirements. Sell Greening Chains and you will sell entirely satisfactory articles.

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No. 56



Set No. 963876, with Corbin Unit Lock, for front doors, and Delft Design (Flemiss) Knobs and Escutcheons.

CORBIN UNIT LOCKS have the easy smoothness of action and the security of safe locks, and cannot stick or bind. They are applied by good carpenters in ten minutes. Publication K81, The Corbin Unit Lock and Where Used, tells all about them. A copy will be sent upon request.

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BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

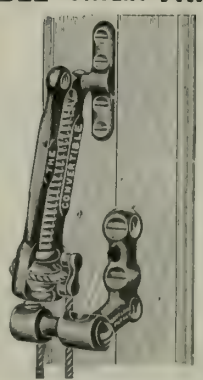
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Simple

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1796 IRON

¾ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
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⅜ screw 6/6
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each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

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Owes its success and popularity to unexcelled quality and the fact that we have made a study of the conditions existing in Canada and load shells suitable for all kinds of wild fowl, shore birds and upland shooting.

THIS MEANS SATISFIED CUSTOMERS

MORE TRADE MORE PROFIT

INSIST ON "DOMINION"

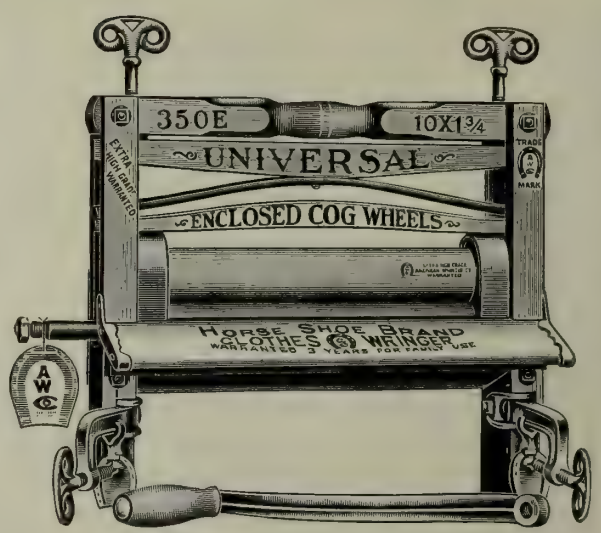
Dominion Cartridge Company, Ltd.

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Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 38IE	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

The Rapid Growth of a Western Retail Store

W. E. Brown, Strathmore, Alta., Has Now Moved into New Building After Building up large trade in the course of a few years—A Description of His Store —Conditions in West Are Now Generally Prosperous.

In a new and growing country there are splendid opportunities for the rapid upbuilding of a successful retail business. In Canada the roll of those who have sought and found immediate success in the hardware field is large and is being added to almost daily. In any western town it is possible to find hardwaremen who have in the course of a few short years built up a splendid trade and secured a connection seemingly impossible in so brief a space. Such a one is W. E. Brown, of Strathmore, Alta., a typical western hardwareman and one of the most aggressive in the trade.

Mr. Brown began his business career as a traveling salesman in the hardware line. He thus came to know the business pretty thoroughly from all sides and, in addition to the experience which his work supplied, he had an opportunity to study the methods of aggressive merchants in all parts of the country. Finally deciding that the retail field offered better opportunities, Mr. Brown studied the district thoroughly and started in business at Strathmore, then a hustling little town in the C.P.R. irrigation block, about thirty-five miles east of Calgary. His choice proved a fortunate one. He had been there but a year and a half when the C.P.R. started to boom the district thereabouts. Settlers literally poured into the country and little settlements around about Strathmore seemed to grow up over night. Strathmore itself grew by leaps and bounds and the business of W. E. Brown kept pace. He found that, in addition to general hardware, stoves were a splendid line to handle. Practically every family, which moved in, needed something in the way of a stove immediately.



The Stove Section in the store of W. E. Brown, Strathmore.



A View of the Store of W. E. Brown, Strathmore.

Finally, the business grew to such proportions that the store quarters, in which he had started up, became entirely too small. In the spring of the year 1910, Mr. Brown built a new store on the adjoining lot and moved in before fall.

Large New Store.

His new store is large and commodious, having a frontage of thirty feet and a depth of sixty-five feet. It is two storeys in height and is fitted with a cement basement the full size of the store. The ground floor is devoted to hardware and stoves and the floor above to furniture. The basement is used as a storeroom.

From the accompanying illustrations it will be seen that, in planning his new store, Mr. Brown followed practical and progressive precepts. The one side is devoted to general hardware, and the stock is arranged with an eye to appearance as well as utility. The fixtures are of a new pattern. On the other side of the store the stove stock is displayed. Stoves of all kinds and sizes are shown in a row along the wall, one being connected up for demonstration purposes. They are always kept in what might be termed the "pink of condition," bright with polish, unencumbered and ready for inspection.

The metallic ceiling is quite free of goods and, as a result, the light in the store is not obstructed.

Moved Under Difficulties.

Moving was carried out under difficulties. The new store was completed during the busy season—and any hardwareman who has served through the fall in

a thriving western town will understand that, to move at such a time, would border on the impossible. Nevertheless, Mr. Brown and Fred A. Menzies, who was with him at the time, accomplished this truly remarkable feat. They attended to trade in the day time and did the moving in the evenings. Fred Menzies put the galvanized roof on the store and did the metallic ceiling work in the same way, working after six o'clock each night.

Mr. Brown is now finding that his trade has developed so that he needs all the space that he can find even in his new store.

Conditions Are Good.

Mr. Menzies has since taken a position in the hardware store of C. A. Farquharson, High River, Alta. Writing to Hardware and Metal from that point, he states that conditions throughout the West are exceptionally good at the present time. "During the past week," he writes, "we have got a few nice showers of rain and you can see as the farmers come into the store that they are feeling much better. To-day I was talking to one of the largest farmers in the district and he said there had never been a better outlook for a good crop than there is this year. Mr. Farquharson is preparing for a very busy year. Up to the present, hardware has been moving fast."

With prospects so good and prosperity so generally prevalent, the development of the hardware trade in the West will be even more rapid and sure in the future than it has been in the past.

Hardware Merger Not Yet Consummated

Though Preliminary Steps Have Been Taken, Merger is Not Actually Accomplished—Plans of Operation Not Definitely Decided—Final Arrangements May Not be Made Until July.

Montreal, May 19th.—The most widely discussed topic among the trade, and in the business men's clubs this week, is the approaching merger of the seven Montreal hardware jobbing houses. Rumors of every description are being passed around, but in the absence of any definite statements on the part of those principally concerned, there is little but hearsay to report.

It is certain, newspaper reports to the contrary, that the merger has, so far, not been actually consummated. It is equally certain that the preliminaries, which have been under discussion for probably three years, have now reached such a stage that announcements of a very definite character may before long be expected.

For months past this merger has been under discussion, and, one by one, the various jobbing firms of this city have become convinced that a consolidation would be in the best interests of the trade. It would materially reduce the cost of selling, which, in these days of increased hotel rates, has become a serious item of expense; it would probably effect economies in buying, especially on lines which could be bought in carloads, in place of the smaller quantities previously purchased by the individual firms; and, by concentrating stocks, the handling and distribution costs would also be lessened.

On the other hand, the merger would mean the sinking of each firm's individuality and reputation into that of a corporation, and this fact alone prevented some of the firms from joining the movement until within the past week or so.

At the time of writing, all the firms have signified the terms upon which they would consent to enter the merger, and it is said that options have been taken on all the properties until July 1st. The financing of the merger will be a huge proposition, as $5,000,000 is involved, and from present appearances this is all that is wanting to make the amalgamation a fact. Some of Montreal's leading financial institutions are known to have been approached in the matter, and two prominent capitalists have been frequently mentioned in talk on the street as being prepared to back the deal. It is, therefore, almost assured that the necessary arrangements will be made before the expiration of the option, and it is not unlikely that they will be concluded very soon.

James Hardy, of Toronto, who is promoting the merger, visited Montreal on Wednesday of this week, and it was thought in some quarters that his trip had some special significance as regards the hardware merger. This, however, is incorrect, as it is stated on good authority that he was on other business entirely.

In the meantime, a casual visitor at any of the Montreal jobbing houses would have no idea that any important changes were pending. Outwardly, business is going on just the same as usual, though in some houses buying is being restricted, evidently in anticipation of an early settlement of the affair.

Much conjecture is being indulged in as to the manner in which the proposed merger will be organized. Of course, no definite plans have yet been laid, and this will be impossible until the merger is actually formed, and its officers chosen. However, the plan outlined in last week's Hardware and Metal, of forming three groups of houses, each with its own warehouse and selling force, has been very widely discussed, and appears to meet with general favor.

AN ELUSIVE SUBSCRIPTION CROOK

In several recent issues, Hardware and Metal took occasion to warn its readers against the operations of one W. Keppel White, who was taking subscriptions and collecting accounts for the MacLean publications, without authority.

The efforts which have been made to locate and punish this man would form a good plot for a detective story. As far back as last December, complaints were reaching this office of fraudulent collections made by White. He traveled from town to town in the Maritime Provinces, representing himself as a subscription agent of the MacLean Publishing Co., whose papers have a very large circulation there, and therefore afforded a great scope for the game he was playing. He was accompanied by his wife and a child of about four years. He is described as being of light complexion, five feet six inches in height, and weighing about one hundred and fifty pounds. He was clean shaven, and wore a light rain coat and stiff hat.

The first definite clue as to White's whereabouts, came from St. Stephen, N. B., where he is said to have spent from April 6th to 22nd, leaving on that date, without settling his hotel bill.

White's method was to go into a store and ask the proprietor if he subscribed to Hardware and Metal. Receiving an affirmative reply, he would ask to see the last copy. Learning from the label, the expiring date of the subscription, he would take out an ordinary receipt book, and give a receipt for whatever amount was due.

W. A. Mills of St. Stephen, gave the accredited MacLean representative considerable assistance in tracing White, and it was learned that he had gone from St. Stephen to Eastport, Me.

Meanwhile, investigations conducted by the MacLean Publishing Co., revealed the fact that White had been arrested in Sydney, last October, and, for a similar subscription fraud, sentenced to two years' imprisonment, but allowed to go on suspended sentence.

A little over a week ago, W. L. Baker, of the Bank of New Brunswick, on the Island of Grand Manan, N.B., wired the company that White was in that town collecting subscriptions for MacLean papers, and asking if he were authorized. A telegram was immediately sent to Mr. Baker asking that he request the police to detain White.

Jos. E. Gaskill, from whom White had collected $4.75, then swore out a warrant and arrest followed. The prisoner, however, put up a great talk, and nearly succeeded in securing his discharge. White acknowledged his sentence at Sydney last October, he told a plausible story of a miscarriage of justice. The magistrate kept him all night, allowed him his liberty in the morning and, then, upon Mr. Gaskill's persuasion, had him re-arrested, and remanded until Monday morning the 8th inst.

By this time Hon. George J. Clarke, K.C., of St. Stephen, N.B., had been retained by the MacLean Publishing Co., to act for them in prosecuting White. A good case had been prepared when, on Tuesday of this week, Mr. Clarke wired that White had broken jail, and effected his escape into the United States. There appears to be somthing queer about his escape which is being investigated by the attorney-general of New Brunswick.

Capturing the Trade in June Wedding Presents

An Effort Should be Made to Sell Cut Glass, Brass Goods, Cutlery, Etc.—How One Store Sold Stock of Art Brass Goods—The "Kitchen Shower" Custom as a Trade-Maker.

June is the month when Cupid sees the consummation of his artful efforts. It is likewise, and accordingly, the month when relatives and friends have to buy wedding presents for the young couples. Thirdly, it is the month when hardwaremen can take advantage of the second condition and create a large business in the line of goods commonly chosen for wedding presents.

The hardware store has been running the jeweler a close race of late for first place as the distributing point of marriage gifts. The days when something fancy and ornate was considered the only thing to give have passed; to-day the donor looks for a present which will combine utility with appearance. The water cooler, the coffee percolator, the chafing dish and the brass kettle are now very much in vogue and to get such articles people go to the hardware store. Likewise, the hardwareman now carries cut glass, brass and metal goods and all varieties of cutlery. He has, in fact, created for himself the reputation of being headquarters for the wedding present trade.

Brass Goods in Demand.

A feature of the trade is the well sustained demand for brass goods. Although some dealers assert that the public, which inclines to fads but does not accord its favors long to any particular one, is now looking for something new, the fact remains that brass goods are still much in vogue. There are two seasons of the year when brass is in demand—at Christmas and at the present time.

Gardner & Co., Woodstock, Ontario, have carried an assorted brass stock for years and have found it a good paying line. "It is advisable to push articles of this kind during the Christmas and June wedding seasons," declared Mr. Gardner recently, "I have found that that they appeal very strongly to purchasers of presents. Brass goods have a useful as well as ornamental value and are consequently deemed particularly desirable as wedding gifts."

Mr. Gardner begins toward the latter end of May to display his stock with sufficient prominence to catch the eye of the passerby. The goods are placed well to the front of the store and much care is given to the arrangement of the various articles. Plants mounted in brass fern holders add much to the artistic appearance of an assortment of such goods. Mr. Gardner also believes in window displays and, for a couple of weeks before the wedding season begins, he has his windows stocked with the most attractive articles in the store.

Handle Art Metal Goods.

There is another feature of the trade which should be given consideration. Many people endeavor to put into the wedding presents they give, a little of their own work and skill, believing that a gift of that kind is a more sure evidence of the esteem of the donor. What more fitting for this purpose than art brass goods? Pierced brass articles are not difficult to make and the only reason why more people have not taken up this fad—if such it may be called—is that the idea has not been sufficiently exploited.

In May of last year it occurred to M. Canfield, of the J. R. Myers Co., Stratford, that there was a capital opportunity for trade in this line. He got out a printed letter and mailed a copy to all the young ladies in the place who might reasonably be expected to take up an artistic hobby of the kind. In the letter, he pointed out that art brass work made possible the preparation of very pretty articles at very little expense and with not a great deal of work. The comparatively simple nature of the work was also commented upon and the hint was given that no better wedding present than a piece of pierced brass could be secured.

At the same time, he fitted up a window display of piercing sets, brass patterns, shades, candlesticks, etc. Many of the young ladies who had received copies of the letter called in and invested in the necessary tools and supplies. A great many more were attracted by the window display and invested in sets. Altogether, a rushing trade was done and many of the daintiest gifts given at the June weddings were the product of the hands of Stratford's fair daughters.

The Kitchen Shower.

But the hardware store benefits still more extensively from the common sense practice now followed out of "showering" the bride. Girl friends of the bride fix a day a short time previous to the ceremony and repair to her home in a body. Each member of the invading party is loaded with gifts of a practical nature for use in housekeeping. Sometimes it consists of linen but more often it is a "kitchen shower." Each member of the party brings some one thing—a nutmeg grater, an egg-beater, a pie pan or something of that nature, the result being that the bride-to-be is "showered" with every article that is necessary for use in the kitchen.

Plan Kitchen Shower Window.

It is found a wise plan to feature kitchen utensils during the latter part of May and right through the month of June, as the kitchen shower idea is becoming a very popular one. A window should be designed for the display of this class of goods. The writer recalls a very effective window shown last year, in which a large picture, showing a young lady in bridal costume, formed the background. The picture was draped with a wreath of flowers. The space in the window was taken up with a complete showing of kitchen utensils.

Another window is recalled which necessitated a considerable degree of work and ingenuity and probably a little expense. In one of the front corners of the window was a framed picture of a bride and, converging to that point from all sections of the window, were strings attached to which were kitchen articles of all descriptions. Standing back from the window a short distance, the strings could not be seen and the display, as a result, illustrated most aptly the sign, which appeared at the back of the window; "Showering the bride with household goods." Another sign in the window stated that every article required for this purpose was on sale in the store. Price tags were attached to each article in the window.

Get Up "Showers."

A plan is followed by some merchants which is worth taking up. They make up "showers," putting in every article that a young housewife will need. This set they offer at a certain sum and it has been found in all cases that the friends who are going together to supply the shower, are only too glad to make up the amount between them and purchase the set complete. In this way, they get what they require at probably less cost than if they had bought each article separately. In addition, all danger of duplication is done away with and less trouble is experienced in making the arrangements.

It would pay any hardwareman to adopt this idea. He could make up a number of sets without trouble, set a price and then advertise them. Results would follow without fail.

A "NOBBY" EVENT.

In a recent edition of "Taylor's News" in the New Liskeard Herald, is found the following account of a very interesting event in the hardware store of the Taylor Co.

"On Friday last Mrs. Dinner Bell gave an elaborate Kitchen shower tea to her friend, Miss Rim Lox, whose engagement to Mr. Knobbs was announced recently. Mrs. Dinner Bell was assisted by Mrs. Pocket Rule and Mrs. Stove Pipe Collar, and among the attractive group of guests invited were Miss Nut Cracker, Miss Dandy Brush, Miss Pinking Iron, Miss Birdie Cage, Miss Tie Clip, Miss Ice Pick, Miss Fly Screen, Miss Granite Mug and Miss Bread Mixer. The Hook family were well represented by Miss Matt Hook, Miss Hat Hook and Miss Fish Hook. The Kettle family were also very much present, including Miss Tea Kettle, Miss Stew Kettle, and Miss Preserving Kettle, while with Miss Stew Pan, Miss Fry Pan, and Miss Pudding Pan present, it will be seen that none but the "smart set" joined in the affair. Invited friends from out of town were Miss Meat Grinder and Miss Picture Nail. Mrs. Dinner Bell made a bright, charming hostess, having just recently taken a course in Putz Cream metal Polish. Mrs. Pandora looked lovliness itself, all shimmering jet and silver, with a bright new coat of O'So-Black and whiting."

HARDWARE AND METAL

(ESTABLISHED 1888)

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LIGHT NEEDED ON NEW ACT.

It is becoming daily more apparent that an authoritative reading of the "Offensive Weapons Act" is required. The new law is not very clear on many points. Several of the clauses are so constructed that room is left for conjectural interpretation and, until they know more clearly where they stand, the wholesalers are practically compelled to desist from business in the lines covered by the enactment. This situation cannot continue long. Prompt steps should be taken to allow business to be resumed without further delay. Until the department makes the ruling, however, the present unfortunate conditions will continue and trade will be seriously hampered.

Strongly worded letters of protest are being sent to the department of the Attorney-General, outlining the position of the manufacturers and wholesalers and voicing the objections felt. One of the strongest objections raised is that the new Act may result in a great deal of illegal mail order buying. Many people, who could obtain the desired permits for revolvers if they cared to, might be inclined to avoid that necessity by ordering from a catalogue house outside the province. This would be highly detrimental to home interests. It may be pointed out that such buying would be illegal and would leave the purchasers open to the penalties provided, but Ontario dealers feel that they should be given some direct measure of protection. If the buying of revolvers is to be restricted, they believe it should be restricted all around.

CAPTURE THE MOTOR TRADE.

The opportunity to create a splendid trade in motor supplies now waits at the door of the hardwareman. In many sections there is not a garage to be found in a radius of many miles and no place where the motorist can get the supplies that he needs. As the number of automobiles in use is increasing enormously, it follows that some remedy will have to be found for the situation. The day is not far off when there will be stores in every place handling motor sundries; the large and constant demand will necessitate this. Why should not the trade centre in the hardware stores?

The hardware store is the logical place for the carrying of supplies. Gasoline, batteries, tools, etc., are legitimate hardware lines. The motorist naturally turns to the nearest hardware store when his stock needs replenishment. Still, if the trade, generally, does not show more activity in taking up this line than is displayed at present, the business will inevitably drift elsewhere. The electrical dealer and the bicycle repair man are reaching out for it now. The hardwareman must step in and claim the trade, which lies well within the scope of his business, before it is too late.

REASONS FOR RAPID GROWTH.

There are better opportunities to-day in the retail business than ever before. Canada is a growing country and new districts are opening up continually. Mere settlements are developing into towns, and towns are growing into cities with a rapidity which would hardly be credited by the people of the staid and steady old world. Mercantile trade grows with the country and, in consequence, the development of the various trades in Canada is indeed remarkable.

In this issue, an account is given of the rapid rise of a typical Western hardware business in a growing prairie town. This is not an isolated case by any means; on the contrary, it is only one in many. The history of the hardware trade in the Western provinces is full of just such examples. When a merchant builds up a large and lucrative business in the course of a few years, it is a sure sign that he lives in a land of exceptional opportunity. At the same time, all the credit is not due to that source. The rapid growth, which features the brief history of so many hardware stores, is due very largely to the energy of the proprietor and the fact that he has conducted his business on an up-to-date basis. The new dealer is generally found following progressive precepts; and he prospers accordingly.

PAINT "FUNDAMENTALS."

There are several points which should never be lost sight of by the paint salesman. First of all is the necessity, not only of handling quality goods, but of impressing upon customers the wisdom of using nothing but the very best. It pays in the long run. An occasional order may be lost but what does that matter if the "repeat" orders are coming in regularly? In connection with this point, it is necessary for the salesman to know his goods thoroughly. It is not possible to convince a customer that he should buy the best grade, if you cannot explain why.

The second point is to keep the paint stock well sorted up and neatly arranged. If a customer wants a certain thing, he does not like to be told that you are "just out." He will not put the fullest confidence in a store where he cannot always get what he wants. The same effect is produced by a poorly arranged display. Paint, of all goods found in the hardware store, demands neatness in arrangement. A fresh-looking stock helps to make sales but a haphazard collection of battered paint tins with damaged labels will prove a serious handicap. It is no exaggeration to say that many dealers keep their paint stock quite as badly as the latter description would imply.

The third point to bear in mind is the necessity for adequate advertising. By advertising it is not meant the mere use of space in the newspapers, for that is but one phase of advertising. Rather, it is meant to imply that the dealer must keep his stock continually to the front, with window displays, distribution of cards and circulars and by personal "boosting." To chat with a customer about paint is one of the most effective forms of advertising known. This personal work will be found highly effective in working up and holding trade.

Last, but not least, it is necessary to feel enthusiasm and to communicate it to all with whom you come in contact.

GET AFTER THE BORROWERS.

The following remarks in the Ironmonger have much truth in them:—"The ownership of a lawn-mower is said to constitute the hallmark of suburban respectability; but nevertheless, thousands of householders keep their lawns in order by the aid of their next-door neighbor's machine. Borrowing has been brought to a fine art in lawn-mowers and garden-rollers. Yet a fair proportion of these borrowers could probably be induced to become owners if the ironmonger would make a special effort to make such ownership easy."

Our contemporary goes on to suggest that hardwaremen hire out lawn-mowers at so much a week. Would it not be better for hardware dealers to apply themselves energetically to the sale of lawn-mowers? By the exercise of a little energy it would be possible to find out what householders lack a mower and a circular sent out to all on this list would doubtless bring them to see the error of their ways and to a point where a sale could be made.

THE TURPENTINE SITUATION.

The turpentine situation during the past few months has been of extreme interest. After reaching, by a series of senational flights, a height quite unparalleled, turpentine has receded by steps almost as rapid until to-day it is selling at nearly the normal figure for this season of the year. To reach the almost unheard of price of $1.40 and to then return to 95 cents in the course of two months, is a record that has seldom, if ever, been equalled. Those who are in a position to know assert that turpentine has not yet concluded its gymnastics and that those who expect it to settle down now to a humdrum steadiness in price, are due to experience a few surprises.

At this time last year, turpentine was selling at 85 and 86 cents. At the end of June it rose to 95 cents, the figure at which it sells to-day. It will, therefore, be seen that the present price is practically normal, in view of the events which have gone between.

Some little disquietude is felt on the score of the year's supply. Not even the most sanguine will predict much of an advance over last year and it is patent to all that the supply during 1910 was wholly inadequate and led to the soaring tactics during the winter months.

CULTIVATE TELEPHONE MANNERS.

Did you ever think of the possibilities of the telephone as a maker of customers? Or the reverse? Many a customer is won, or lost, by the replies given over the little instrument, which has provided the short cut to the transaction of business in so many ways. A short, grumpy reply over the phone antagonizes. A pleasant, courteous response makes instant friends.

People will frequently have occasion to call up a store to place an order or solicit information. If the man at the other end of the line seems abrupt in his replies, the customer feels agrieved. Next time another store may get the order. The greatest harm in this way can be done, however, by neglecting to give intelligent replies to people who ask for information. It should not be regarded as too much trouble to look up a price for some person, perhaps, unknown, waiting on the phone. A good order may result; in any case, it pays to be courteous and sufficiently painstaking to hunt up the desired information.

If a dealer finds that the "phone manners" of his staff are not what they might be, it will pay him to give them a lesson or two. It should be remembered that business can be most effectually driven away by answering 'phone enquiries in a manner lacking courtesy and intelligent interest.

POINTED EDITORIALS.

Turpentine has "come back."

* * *

Industrial events pass rapidly nowadays.

* * *

Start **now** to handle auto supplies. Your delay may start some one else catering to the trade of the motorist.

* * *

The average struck so far this year has been about two new hardware stores each day in some part of the West.

* * *

The holding of a "Paint Week" would result in a more general application of paint in the spring than is now seen.

* * *

The resale price is said to be invading Canada. There are many points to be urged in its favor when applied in some lines.

* * *

Talk paint, think paint, plan and work paint and you are bound to sell paint in a degree corresponding to the energy displayed.

* * *

A "squeeze" in tin is said to be on the books for the not far distant future. The bears must be rather used to squeezes in tin by this time.

* * *

A butcher knife or a carver has a longer blade than a stiletto or bowie-knife. Does the new Act, then prohibit the sale of butcher knives?

* * *

A great deal of confusion would be saved if an authoritative reading of the new "Offensive Weapons Act," covering all obscure points, were given.

* * *

Hardwareman runs a hotel as a side line. This is a "new line" which few in the trade have taken up so far.

* * *

Hardware millinery is not a new idea but the George Taylor Hardware Co., New Liskeard, have evolved some distinctly novel models. A few of their "creations," as shown on another page, are quite "stunning."

* * *

After taking a first place among the high-price commodities such as the lordly beefsteak, it is rather a come down, literally speaking, for turpentine to get back to the point from which it started.

* * *

Some men's voices sound, over the 'phone, like the rasping of a file. A voice of this kind is an infirmity which cannot be entirely cured but an attempt at modulation will work wonders.

* * *

June is the month of the year when people more or less unwillingly exchange good coin of the realm for wedding presents. The aggressive hardwareman will see to it that a good percentage of this comes his way. The hardware store is essentially the place for wedding present purchases.

Will Act Create Stimulus to Buying by Catalogue

It is Claimed by Ontario Wholesalers and Retailers That Offensive Weapons Act Will Assist in Building Outside Mail Order Trade at Expense of Home Dealers—Wholesale Firm Send Emphatic Protest to Attorney-General's Department.

The situation with reference to the sale of offensive weapons in Ontario has not undergone any change, except that there is an awakening sense of alarm felt on the score of the possible importation of firearms from other provinces and the United States. The new act does not specifically deal with the purchase of arms outside the province and it is felt by hardwaremen generally that there is a chance here for a certain class of purchasers to evade the law. It is accordingly feared that mail order houses outside the province may build up a large trade in Ontario at the expense of the Ontario dealers.

This is the point most widely discussed now and it is felt that the possibility contributes a menace both to the wholesale and retail trade.

"It is certain that many people, who desire revolvers for perfectly legitimate purposes, but who do not care to apply for a permit, will be tempted to buy by catalogue," said a Toronto wholesaler. "They would lay themselves open to penalties by doing so but will the fear of that prevent all sales from being made in that way? In consequence there is the grave danger that catalogue dealing with outside firms will crop up at the expense of the Ontario trade. If this law is absolutely necessary, it should be enlarged to cover mail ordering and prevent same if possible."

Remove the Conditions.

In response to a query from Hardware and Metal, the Hobbs Hardware Co., London, have expressed the following opinion on the three important phases of the act:

1. What do you think of the new act?

We do not think it will accomplish the end in view.

2. What will its effect be on trade?

It will throw trade away from Ontario jobbers to other points.

3. How best could the act be amended to remove objectionable features now noted.

Remove the conditions as far as the jobbers and manufacturers are concerned.

The Hobbs Hardware Co. consider that, under the new enactment, the Ontario jobber will be practically debarred from doing business in these lines and think that the matter should be brought to the attention of the government.

Objections are Voiced.

The wholesalers have not yet taken any concerted action, but letters of protest are still being addressed to the department of the Attorney-General. The following letter has been sent by Wood, Vallance & Co., Hamilton, to Edward Bayley, solicitor to the Attorney-General's department:

"In expressing an opinion of the New Ontario Offensive Weapons Act, as dealers in fire arms and other articles affected, we consider that whilst it has been framed with the best intentions it has been placed on the Statute books without its provisions being thoroughly discussed or understood by the originators.

"The Act is very indefinite in many points, particularly in Section 2, regarding bowie knives, dirks and daggers. We would like to be informed as to the kind of knives which are placed under this classification, and although there are many knives in daily use for domestic purposes which are equally dangerous for offensive use as the knives mentioned in this section, we do not think it is intended to place any restriction on the sale of these articles. However, apart from butcher, cooks' knives, etc., there are many styles of large folding pocket knives used by fishermen, hunters, etc., which may be effectively used for offensive purposes, and we would like to have an exact ruling regarding the sale of knives of this class.

"We are at a loss to understand the reason the ordinary air rifle was included in this act. With very few exceptions the air rifles sold in this province are used by boys for target practice, and as a rule are purchased by their parents as gifts. We have never heard of any crime committed with a rifle of this class, and accidents with them are of rare accurrence. Under these conditions we consider it unnecessary to place any restriction on the sale of these articles.

"Up to the present time we are unable to learn whether the Act covers transactions between the jobber and the retail dealer, so we are unable to express any opinion on this point. If the provisions of the Act are to be enforced, we consider that the dealers in fire arms in this province are justly entitled to demand that some restriction be placed on the importation of revolvers, pistols, etc., from the other provinces of the Dominion and from the United States. Otherwise the mail order houses outside the Province of Ontario will secure the larger part of this business, and the Act will cause a loss to the Ontario merchant without the improvement in conditions which the Act evidently intends to bring about.

"Apart from the above criticism of the Act, we consider that conditions prevailing before it was introduced were satisfactory, and that the most practical method of dealing with the question is to increase the sentences passed on criminals who are found carrying weapons when arrested. Revolver makers estimate that 90 p.c. of the revolvers made are not carried by the purchasers, and under present conditions in this Province we believe they are mostly sold to law abiding citizens who keep them for use in case of emergency for home defence, or for target and hunting purposes. In the exceptional instance where a thug or burglar is determined to obtain a weapon for unlawful purposes he will not be deterred from doing so by the restrictions of this Act, as it will be an easy matter to obtain it from sources outside the province. As the ownership of a weapon of this class by a law abiding citizen is not a crime, we do not consider it necessary that a police permit should be obtained before the weapon can be purchased. The new regulations will also result in the criminal having the knowledge that in the majority of cases he has the advantage of possessing a weapon for offense, whilst the law abiding citizen does not possess one, for defensive purposes, if necessary. Our opinion is that more stern treatment of criminals found carrying weapons and the enforcement of the right to search suspected persons for weapons, would have more satisfactory results.

"The Hardware trade generally is very much in the dark as to the purport of the new Act and we are daily receiving enquiries regarding it."

Situation in Montreal.

Montreal, May 18.—Wholesale hardware men of Montreal look with disfavor upon the new "Offensive Weapons Act," which has been enacted in Ontario.

As might be naturally expected, orders for revolvers, etc., have been reduced almost to a minimum. In fact, in some cases retailers in Ontario began sending back shipments they had received until the wholesale trade had to decline further offers of this kind. And it is held that the retailer is so bound down by the new law that he will not be inclined towards offensive arms while the enactment is in force.

Jas. G. Lewis, vice-president of Lewis Bros., characterized the new bill as "hasty legislation." He felt that the legislators who had framed it had not seen things in their proper light. Mr. Lewis did not think the law would prove successful in what it was apparently intended for. That might be arrived at only by the complete restriction of importation. The general trade had not been treated fairly by the new act, Mr. Lewis thought.

George Davis, of Frothingham & Workman, Limited, considered the new act too broad. He concurred in the idea that the use of offensive weapons among foreigners should be curtailed as much as possible, but the method adopted for this purpose was altogether too sweeping, and certainly proved that but little consideration had been given the trade. In a general sense he thought the act was rather a protection to criminals, for the average citizen would not now be inclined to purchase arms of the kind referred to.

Caverhill, Learmont & Co. have experienced a dropping off in their revolver business and allied lines, and in several cases Ontario customers have expressed a desire that orders they gave be cancelled.

On the whole, opinion here is to the point that the retailer has not been given just consideration by the formulators of the "Offensive Weapons Act."

A Talk on the Virtues of Advertising

There are Still Many Dealers Not Taking Advantage of Printers' Ink as a Selling Force—Comment of a Galt Paper— The Opposite View Taken by Trenton Dealer — "We Think We Cannot Get Too Much Advertising."

In spite of the great advances which have been made by so many hardware merchants in their advertising methods, there are still surprisingly large numbers of dealers who altogether neglect this means of boosting their business.

The writer was recently looking over the file of a daily newspaper published in St. Catharines, Ont., a city of 14,000 inhabitants, surrounded by a magnificent country. In trying to locate the advertisements of the local hardware dealers, he learned that only one firm in the city did any advertising at all. Why? Well, they were doing a pretty good business and possibly didn't think it necessary to advertise. Or perhaps they were firmly of the opinion that advertising would be of no benefit to them.

Neither of these arguments proves anything against advertising. In the first place, there is scarcely a hardware retailer anywhere who could not do more business with his present facilities without making any expensive additions to plant or equipment. In this respect, the retailer is much more fortunate than the manufacturer or jobber, for whom an increased business means a largely increased investment in machinery or additions to buildings.

Increased Business Follows Increased Efforts.

With a retailer, the doing of a larger business means exerting himself to further efforts, the thinking out schemes to bring customers into his store, and, especially, effective advertising in his local newspapers.

One of the best known Ontario hardware dealers stated that, at the end of June last year, his business amounted to somewhat less than it had during the same period the previous year. However, instead of bemoaning the fact, this dealer got really busy, and put forward all his energy to make a good showing in the second half of the year. It inspired his whole staff with his own enthusiasm, and aroused a determination in each man to accomplish greater sales during the balance of the year. Closer attention was also paid to the newspaper advertising, and the public were kept well informed as to many good reasons there were for dealing in that store. The result was an increase of 12½ per cent. in the sales for the last half of the year.

This instance shows what well-directed energy and intelligent advertising can accomplish for a retail hardware store, and many other examples of the same thing might be quoted.

Advertising Aims to Increase Business.

In a recent issue of the Galt Reporter occurs this item:

> "Five hardware stores in Galt, and only two advertisers! Do they want us to take Eaton's advertising?"

If such is the attitude taken by this paper in soliciting advertising contracts, there is probably some excuse for the non-advertisers. The only legitimate basis upon which to appeal for advertising is that of a real business proposition. The business manager of a paper who solicits contracts on the plea that his paper should be supported by the town merchants, is not doing justice either to the merchant or to the paper. Still worse would it be to say: "If you do not advertise with us, we'll publish Eaton's advertisements." A business man is not likely to invest his money in advertising as a charity proposition, nor will he submit to a hold-up.

The Galt paper would therefore do better to stir up the non-advertisers of that town by telling them how good advertising can increase their business. If they claim that they do not believe in advertising, hundreds of instances may be pointed out to show how small concerns have been raised to national prominence and to prosperity through the medium of progressive advertising.

Trenton Dealer Believes in Advertising.

S. B. McClung & Co., successful hardware dealers of Trenton, Ont., have the very opposite idea from that shown in St. Catharines and Galt. They say: "We think we cannot do too much advertising."

It was mentioned in a previous issue of Hardware and Metal, that S. B. McClung & Co. had issued a booklet calling attention to some of the lines they are carrying. This booklet was prepared by Mr. McClung's daughter, who takes a keen interest in advertising, and has great faith in its business-bringing possibilities. She oversees the firm's expenditures for advertising and does good work not only in preparing copy for newspapers and catalogues, but also in distributing the circulars which are issued by the different manufacturers from whom Mr. McClung purchases.

The booklet in question is 6 by 9 inches in size, and contains 14 pages and cover. It is devoted chiefly to such goods as are sold in the spring, and is copiously illustrated. The text matter is brief and to the point, and is simply designed to help the illustrations tell their story.

The cover is of yellow stock, the front showing a hardware clerk demonstrating a well-known carpet sweeper to a lady customer. The back cover shows a butt hinge, and from cover to cover the booklet contains interesting facts regarding building materials, paints, stoves, roofing and many other lines, which appeal to the householder at this time of the year.

Prices are quoted on several of the articles which are described, and it is probable that the booklet would have been even more effective had this plan been followed throughout.

Advertising Sporting Goods.

A good sample of sporting goods advertising is that of Jas. Simmonds & Co., Dartmouth, N. S. This firm took a whole column in the local paper, and divided it into two parts, the upper part being devoted to fishing tackle, and the lower part to baseball goods. Each half of the column looks like a separate advertisement, as the firm's signature is added to both top and bottom part.

No less than seven cuts are used in the advertisement, and the idea throughout is to convey to the reader's mind some notion of the extensive variety carried in stock by Jas. Simmonds & Co. Prices are quoted under each illustration. Speaking of fishing tackle, the ad. says: "We have over fifty varieties of fly. We doubt if there is anything you want in this line that we can't sell you. If there is, let us know and we will get it."

All Dealers Should Advertise.

Every hardwareman in Canada should advertise, and if proper attention is given to the kind of copy used, the results are bound to be satisfactory. There is no use in saying that there is only a certain amount of business to be done and it will be done anyway whether the firm advertises or not. That idea is by no means correct.

A hardware stock contains hosts of articles which could scarcely be called absolute necessities. People do not buy them because they must have them, but because their desire has been aroused. There is no better way of arousing a desire to buy than through intelligent advertising. Any merchant who tries it, and backs up his advertising with fair prices and courteous attention in his store, will soon find sales increasing.

UNIFORM FOR INSPECTORS.

There is a possibility that before many months pass all inspectors in the service of the District of Columbia Government will be required to don a uniform indicative of their respective positions. This matter has been taken under consideration by the authorities through a committee comprising the head of each department having under them men in the field, it having been brought about by the many impositions on the public by men claiming to be inspectors of plumbing, and others, and gaining admission to a premises with the sole purpose in view of robbing or performing other acts in violation of the laws.

As a matter of fact the force in the office of the plumbing inspectors in many of the larger cities are at present uniformed, and it has been found of material advantage in the carrying on of their work.

Important Industrial Deals are Pending

It is Rumored That Negotiations are Taking Place With a View to Brass Merger—Has Nail Factory Been Sold?—New Companies Locate in Toronto—A New Paint Company Formed —Wholesalers Extend.

The past few weeks have seen a marked augmentation of activity in industrial and wholesale circles. During that time a number of important deals have been completed and at the present, several equally important matters are pending. The past week has been particularly active in this respect. Rumors of merger negotiations have been heard and other interesting developments have been reported.

Among the events of the week is the report emanating from St. John, N.B., that the Maritime Nail Works of that city have been disposed of by R. L. Johnston to Toronto interests for about $200,000. The report goes on to say that the transfer is to be made on June 1, and predicts an enlargement of the present plant.

It has been found impossible to secure either a confirmation or denial of the statement. Neither has it been possible to secure definite information as to the Toronto interests concerned in the negotiations. Two companies were mentioned in this connection but, when approached by Hardware and Metal, they denied any interest, either direct or indirect, in the matter.

A Brass Merger?

The rumor, that negotiations for the formation of a merger of the various Canadian brass industries are pending, is again heard.

Lloyd James, manager of the Corporation Agencies, Ltd., Montreal, has been in London, Ont., and according to reports from that place, his object has been the furthering of arrangements toward that end. It is intimated that the Empire Brass Co., of that city would form a part of the proposed amalgamation.

Over a year ago the project was first broached. At that time negotiations were carried to such a stage that a charter was secured but the arrangement was never finally closed. Since that time, the rumor has been revived at intervals.

It is only a fortnight since the announcement was made of the merging of Somerville, Ltd. and the General Brass Co., into the United Brass and Lead Co.

Just what firms would probably be included in any negotiations for a brass merger, it is impossible at present to say.

Located in Toronto.

The Auto Strop Safety Razor Co. have decided to move their office and factory from Montreal to Toronto. They have taken up quarters in the new building of the Consolidated Optical Co., 400 Richmond Street West, where the razor will be both manufactured and distributed. Bevan Lawson will continue as manager and will make his permanent residence in Toronto.

Ready to Manufacture.

The Gilbert Manufacturing Co. are building a new factory at the corner of Duchess and Britain Streets, Toronto. The plant is nearing completion and work will be commenced within the next month. The company will make stamped copper, brass and metal specialties for the home, hotel and restaurant trade. The president is A. H. Gilbert, of Toronto, associated with whom will be his brother, who for over fourteen years has conducted a factory at Buffalo. The other directors are W. H. Carrick, general manager, Hamilton Stove and Heater Co., Geo. Gouinlock, Toronto, D. McLeod, Buffalo, and W. H. Banfield, Toronto.

New Paint Company.

The Canadian Oil and Paint Company, Montreal, have been incorporated by S. Fournier, of Providence, R.I., O. N. Piche, J. N. Piche, O. Turgeon, and J. A. Faucher, Quebec, with a capital stock of $100,000 to manufacture paint.

Establishing in West.

Arrangements are reported to be practically completed for the establishment at Medicine Hat of a plant by the Gordon Wire and Nail Works of St. John's, N.B. By the terms of the agreement, the Gordon Wire and Nail Works will build a plant there to cost at least $40,000 and employ at least fifty men at the start. This, it is promised will be increased to a $90,000 plant with a proportionate increase in the number of men employed.

The city will provide 300,000 cubic feet of gas every 24 hours free of charge and will donate a site of two acres of ground. Electricity and water will be furnished the concern at manufacturers' rates and no municipal taxes, except school, will be collected for ten years.

A Large Plant.

Work has been commenced on the new plant of steel and radiation at St. Catharines, Ont. The plans call for a structure of exceptional size.

New Wholesale Warehouses.

Vancouver, May 17.—A deal has been closed whereby property on the west side of Carrall Street South of Pender, has been bought by Wood, Vallance & Leggatt. The property has a frontage of ninety feet and a depth of 230 feet westward to Shanghai Alley on the west side of Shanghai Alley a frontage of 100 feet with a depth of 120 feet.

Plans are now being prepared for the buildings, which will be four storeys in height with cement basements. The buildings will be of steel with mill construction. Work will be started almost immediately and it is thought that they will be ready for occupancy by December 1.

The buildings to be erected on this land will be devoted entirely to the wholesale business of the firm whose present quarters on Hastings Street between Carrall and Abbott Streets have been outgrown. The sites secured are looked on as being ideal for wholesale warehouse purposes, being within four blocks of Burrard Inlet waterfront, and being flanked on the west by C.P.R. trackage and on the south by the freight tracks of the British Columbia Electric Railway Company. Almost directly opposite the Carrall Street property are the freight yards of the Great Northern Railway, and when False Creek is developed as a shipping point its waterfront will be readily accessible.

STOVE MEN IN CONVENTION.

A convention of the eastern division of the sales force of the Gurney Foundry Co. was held this week in Toronto, at the head offices of the company. It was attended by all the representatives of the company in that division, who had found it possible to get away.

During the conferences held, the sales plan for the coming year was outlined, and the extensive system of "Helps for Dealers," carried out by the Gurney Foundry Co. was fully explained to the representatives. The men will return to their districts with a full understanding of the work now undertaken to help the dealers improve their output.

The social side of the convention was on an elaborate scale. A banquet was held at the National Club, at which a good after-dinner programme was carried out, speeches being made by a large number of those present on timely topics. A theatre party was another feature of the social side.

Among those who attended the session of the convention were the following:

L. Tuck, J. Ward, J. Willis, R. Oaten, C. Roberts, A. J. Ross, A. A. Wilson, A. W. Lamontagne, W. L. Helliwell, C. Gurney, E. H. Gurney, F. F. Skinner, T. B. Alcock, E. T. Wingate, E. C. Hancock, H. W. Martin, R. W. Williams, A. E. Sweeting, W. A. Derry, F. H. Smith, D. W. Rose, W. S. Jury, G. G. Johnson, A. W. Fairbairn, H. H. D. Burk, F. W. Spry.

STOCKHOLDERS' MEETING.

At a meeting of the stockholders of Henry Disston & Sons, Inc., Philadelphia, Pa., the following officers were chosen: President, Wm. Disston; first vice-president, Jacob S. Disston; second vice-president, Henry Disston; secretary, Wm. Miller; treasurer, E. B. Roberts; assistant treasurer, Hamilton Disston.

TIN PLATE PLANT CLOSES.

Connellsville, Pa., May 16.—Six hundred employes of the Humbert Mills of the American Sheet & Tin Plate Company have been notified that their services will be no longer required after May 20. The plant will remain closed.

The village council of Tavistock have adopted the plans of F. W. Farncombe for the installation of waterworks at an outlay of about $23,000.

Impress the Wearing Power of the Goods

A Point to be Borne in Mind by the Retail Salesman—It is Worth Following Out, Even in the Smallest Transactions.

By Victor Lauriston.

He asks for a tin cup, this customer —something cheap, he says—and you show him a handsome, pressed tin affair retailing at ten cents. He shifts one foot nervously.

"I can buy a tin cup that's good enough for me"—and of course right there he smiles wisely—"for five cents."

Though you have been offering him a first-class tin cup for ten cents, you know quite well that you have in stock the variety of cup that sells for five cents. What do you do?

In nine cases out of ten you reason thus: "This man says the five cent cup is good enough for him. He pays the piper—he means to order the tune. The money for that five cent cup might as well come to me as to some other fellow."

So, without more ado, you rejoin: "We have a very good cup here at five cents"—and the sale is made, and there's nothing more to be said.

Have you chosen the wisest course? Really, I have my doubts. Might it not have been far better for you to answer that man's question with another:

"Are you sure a five cent cup is good enough for you?"

Then point out to him some things.

First, there is the difference in quality between the cup you offer at ten cents and the cup you know he was offered elsewhere for five cents. Show the buyer that the 10c cup is all double pressed tin, and that the handle is tight riveted and substantial. Point out in the five cent article the added danger of rust where dints and abrasions occur, and the far shorter life of the cheap cup. Show him that for ten cents he is securing a larger proportionate amount of wear than for five. Then, for good measure, add a word as to the difference in appearance.

And, finally, unmask your rapid fire batteries—thusly: "Just compare the two cups for yourself. Here is the ten cent cup, and here"—you dig for it a moment—"is the kind you have been buying for five cents. This five cent cup is a very good one for the price, otherwise we wouldn't handle it; but we recommend the ten cent cup as the better value."

Your customer won't buy the five cent cup elsewhere. That much is sure. And I fancy it's pretty safe betting that, after logical explanation, he won't buy the five cent cup at all.

For a purchaser—particularly a male purchaser—buys value. Values—relative values—you should closely study. In this respect knowledge is power.

When a man buys a cup, he buys something from which to drink to-day, to-morrow, the next day, and for an indefinite period. The value he receives for his money is, not the tin in the cup, but the wear in the cup. If a cup at ten cents will last three or four times as long as a cup at five cents, the ten cent cup will be cheaper in the long run, even though at the outset it costs twice the money.

There is but one gospel of selling—the gospel of quality, of durability, of strength, of endurance, not in tin cups alone, but in all hardware from tacks to threshing machines. Sell cheap if you must, but talk quality even while you sell cheap. Sell cheap and talk cheap, and when your cheap goods play out, the buyer will think you cheated him and take his business elsewhere. Sell cheap and talk good goods, and when the goods play out he'll come back to you because you were honest enough to warn him beforehand, and the experience has given him faith in your judgment. He'll buy from you because he knows that you, yourself, know.

A very complete new catalogue of enamelled, tinned, galvanized, Japanned and burnished wrought steel hollowware, has just been issued by Ernest Stevens, Limited, Stove Works, Cradley Heath, Eng. James A. Henderson, Montreal, is the Canadian agent. Many fine lines are shown with the new goods especially noticeable.

CHAMPIONS OF LEAGUE.

During the past winter the mercantile houses of Port Arthur formed a hockey organization, which they named the Big Four Hockey League. The team entered by Wells & Emmerson won the series with a comfortable margin, losing only one game, the first they played. The showing of the team was exceptionally good and they were highly deserving of the honors won.

At the opening of the season no provision was made for a trophy to be held by the champion team. Accordingly, the manufacturing department of Wells & Emmerson made up and presented the cup shown in the fiicture.

AN IRONING WINDOW.

Chatham, Ont.—Willard Hardware Co. make a rather catchy ironing display in one of their corner windows. In the background is a large ironing board, standing on which is spread a piece of cheesecloth, while a gas iron, with rubber tubing properly attached, is represented in full action. To one side stands a clotheshorse, with several more pieces of cheesecloth hanging from it. On the floor, in the foreground, are shown sad irons, and gas and charcoal irons, neatly arranged. A border of liquid veneer cartons around the window is a reminder for housecleaning season.

Mitchell Bros., plumbers, have secured the contract for the plumbing, heating and lighting for the new Pain Court church and rectory, now being built.

Bruce Wallen, of R. Aikin's staff, Dresden, is making a trip to the Pacific Coast in the interests of the Canada Damper Works of that town.

An interesting event in hardware circles took place on May 9 at St. Joseph's church, when Miss Margaret Kelly, formerly of the office staff of P. Cunningham & Co., hardware, was united in marriage to Joseph Bedard, of the J. C. Wanless hardware staff. The wedding was a double event, Miss Kelly's sister, Miss Sarah, at the same time becoming the bride of Joseph Meloche of Charing Cross.

A new government building will be erected at Aylmer, Ont.

A new school is to be erected at Chatham, Ont., at a cost of $20,000.

The Poles of Hamilton, Ont., are to build a church to cost $40,000.

A country club is to be built at Regina, Sask. The land has been purchased for that purpose.



Wells-Emmerson Hockey Team, Winners of the Big Four League, Port Arthur.

Progressive Dealers Establish a "Paint Week"

In Many Towns the Retailers Unite to Push sales in Paint During One Week—Individual Dealers Can Carry Out Same Plan—Liberal Publicity Necessary.

The latest progressive move made by paint retailers is the establishment of a "paint week." By mutual arrangement all dealers in paint in a certain city or town make an effort to boom sales in that department during the one week. The time is, in a sense, set aside for the purpose of concentrating on paint. The assistance of the press is enlisted and articles are given in the papers calling on the householders to respond. Each store is decorated suitably and the paint stock is shoved to the front. Paint week banners are draped outside the stores. In every direction, there is something to remind the householder that the time has come when everything about his home needs freshing up.

The idea soon takes hold and people get to look on "paint week" as a fixed annual event and take it quite seriously. They do their best to brighten things up during that period and show a real interest in the matter.

Even Pittsburg, which is rapidly pushing itself into the front rank of America's large cities, holds a paint week. Despite the size of the place, which would seem almost to make the carrying out of the idea absolutely impossible, the denizens of smoky city have taken it up warmly, even enthusiastically, and it has been a splendid success there. If this can be done in Pittsburg, how much more successful it could be made in the average Canadian city or town, where there are, perhaps, four hardware stores at most.

How to go About it.

The first step would be to secure the co-operation of each paint dealer in town. Concerted action in a matter of this kind is important. When dates satisfactory to all have been decided upon, the next step is to arrange an advertising campaign. The success of the movement will depend almost entirely on the steps taken to arouse public interest. The insertion of articles of an educative nature in the daily newspapers would prove effective in getting people to talk about the forthcoming paint week. The winter recalls instances where "cleaning up weeks" were instituted in small towns and made a big success purely by the force of printer's ink. The papers would start some time before the opening date and talk persistently on the necessity of clearing up yards in spring. The constant reiteration would have the desired effect and when the week arrived, cleaning up bees would be found in nearly every yard. The same success could be achieved with paint; particularly as the united efforts of the retail dealers in town would be behind it.

Individual effort would help along the cause very appreciably. A word here and there to customers stirs up interest.

"Heard about paint week?" the dealer asks. "I have seen something about it in the papers," the customer replies. "Everybody will paint up their houses and fences that week," continues the dealer. "You see, not only is paint a sanitary measure, but it is highly economical. It saves, etc., etc.," and the dealer proceeds to give a few minutes' lecture on the wisdom of using paint liberally. It is continuous effort along this line which brings results in good measure.

Individual Effort.

If a dealer prefers to handle his own paint campaign separately, he can inaugurate a little paint week of his own, devote the energies of his staff very largely to paint during the week and advertise liberally. If this plan were pursued energetically each year, the results would improve with each repetition and "paint week" would be one of the most profitable periods of the whole year in that store.

The plans to be pursued in carrying out a campaign of this description would include window displays of a more than casual interest. It would not suffice to put in a display in one window, perhaps, modeled on conventional lines. It would be advisable to devote both windows to paint and the arrangement should in some way bear out the idea of the week. Interior arrangements would have to be in keeping. Some dealers drape banners from side to side of the store, containing suitable and striking mottoes. Paint should be, in fact, the dominant note throughout the store.

A big effort along these lines would not only bring immediate results; it would promote business for the future.

A GOOD PAINT WINDOW.

The accompanying illustration shows a window display of paints in the store of John Bishop & Sons, Brantford. In this display, neatness and attractive arrangement were both noticeable qualities and much favorable comment was heard. There was, in addition, a degree of originality which attracted attention and made the display a good sales help.



A Display of Paints and Brushes in the Store of J. Bishop & Son, Brantford.

SELLING POWER.

Number five of "Selling Power," the Pratt and Lambert Dealer's Magazine has been issued and is a very interesting number. The particular theme of the issue is newspaper advertising and some valuable advice is given to dealers along that line. Among other topics taken up are "Doing Business by Phone," "The Value of a Distinctive Signature," "Have your Clerks Posted," and "Check up Before Receipting."

MINERAL PRODUCTION.

A contemporary gives the following figures on mineral production in Canada: Arsenic, white, 1,502 tons, $75,328; lead, 32,987,508 lbs., $1,237,032,—$455,-107; asbestos and asbestic, 100,385 tons, $2,476,558,—$274,783; petroleum, 315,-895 barrels, $388,550,—$171,054; graphite, 1,243 tons, $59,087; ochres, 4,813 tons, $33,185; talc, 7,112 tons, $22,308; tripolite, 22 tons, $134.

The total production in 1910 of pigs and manufactured lead was 32,987,508 lbs., valued at the average price of refined lead in Toronto at $1,237,032.

AN ADVANCE DECLARED.

Stove manufacturers in the Western States have made an advance in prices. For some time dissatisfaction has been expressed among manufacturers over the price situation, manufacturers declaring that the increased cost warranted better prices for their goods. The advance consists in reducing the cash discount from 5 per cent., 30 days, to 2 per cent., 30 days. It is stated that all of the stove manufacturers in the Western States, with two exceptions, have made the advance, which applies to heating and cook stoves. No change is made in the price of gas goods.

The ratepayers of North Bay will vote on May 29 to provide for raising $100,-000 for extension of waterworks system and for purchase of electric pump and completing reservoir.

News and Methods of Canadian Hardwaremen

St. John Firm Buy a Motor Car for Delivery Purposes — Seaforth Firm Have Stove Demonstration — Unique Display of Hardware Millinery.

St. John, N. B.—The hardware firm of T. McAvity & Sons, who have recently inaugurated a new system of lighting in front of their premises in King street by placing there an ornamental electric lamp-post with five globes, are again taking the lead in an up-to-date system of delivery among hardware merchants of the city. The firm have purchased a Reo delivery car, the first of its kind to be brought to St. John.

Messrs. McAvity are of the opinion that their delivery facilities will be considerably increased under the new system, as the use of the automobile will assure speedy delivery, as well as permit them to transport heavy loads, as their new car is capable of carrying 1,500 pounds. It is a decided innovation for this city, and will be employed in the firm's retail business.

Some of the smaller hardware stores about the city will be affected under an early closing by-law which is to be proclaimed early in June. While the majority of the hardware stores in the city have been closing at 6 p.m. every day except on Saturdays, or evenings before holidays, some of the smaller ones have remained open for an hour or so later. Under the new ordinance, all the stores in the city will be compelled to close at 7 o'clock every evening excepting Saturdays or nights before holidays, when the time of closing is extended. The law calls for a fine of $40 if not complied with.

NEW HARDWARE FIRM.

Windsor, Ont. — R. H. Rorison and Charles H. Williams have embarked in the hardware business at 41 Pitt St. east, with a full line of hardware. Both are experienced men, Mr. Rorison having been with W. J. Douglas & Co. of Windsor and also on the road for the Standard Paint & Varnish Co., as well as with a hardware firm in Winnipeg, while Mr. Williams was with the Douglas firm for eleven years.

BOUGHT OUT STOCK.

Saskatoon.—Burnett Bros., Galt, have purchased the hardware stock of W. W. Hopkins. For some time past they have been busily engaged in stocktaking and in arranging the interior of the store. Everything is now in readiness for the commencement of business and the store will be opened to the public on Friday.

Both the proprietors are young and aggressive men, with a good knowledge of the hardware business.

SPRING MILLINERY.

New Liskeard.—An elaborate display of spring millinery was shown in the window of the store of the Geo. Taylor Hardware Co. recently.

The "chapeaux" were constructed entirely out of hardware articles, boilers, saucepans, ropes, twine, feather dusters, etc., having been called into requisition to make up the various "creations." The accompanying illustration shows some of the best "spring models" displayed.

A HARDWARE LOCOMOTIVE.

Gleichen, Alta.—Roy Dawson, in charge of the hardware department of the Gleichen Trading Co., has put in a unique window display. The other day he rigged up a locomotor for an attraction, using a round tin flour bin for the boiler, a tin bread box for the tender, tin plates for wheels, folding foot-rule for driving rods, dust pan for cowcatcher, half-gallon measure for smoke stack, funnel for spark-arrester, tin tea cup for headlight, a cowbell and metal cup for boiler dome.

GOOD ADVERTISING TALK.

Elmire.—In the last issue of "Weichel's Weekly Store News," some good live advertising matter is contained. In opening, Weichel & Son say:

"Isn't it quite natural—doesn't it seem reasonable, that we should endeavor by every fair means to increase our business? Read our ads. regularly every week — they are always full of Helps to you. We are bound to make our store the centre of attraction for you.

"We've got to please you or go out of business.

"We intend to stay—for our mutual benefit."

Among the lines advertised are screens, hammocks, gasoline stoves, razors, tree sprayers, nests, tools, paint and safes.

Brandon, Man., will erect a town hall and fire hall combined.



A Millinery Display in the Store of the Geo. Taylor Hardware Co., New Liskeard.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 50

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Down 2c.
Copper—Down to 13½c.
Tin—Up to 46c.

Toronto.

Turpentine—Reduced 10c.
Tin—Increase of 1c.

MONTREAL.

Montreal, May 19th. — The markets have been quite interesting during the past week. Tin has had another merry whirl that naturally attracted attention; copper is sadly in need of some such treatment, and at the time of writing is regarded by the trade as being in a sickly condition. Antimony is unchanged. In pig iron there is a good trade, but the weakness of the American market is having an ill effect upon Canadian furnaces, and especially upon importers of English and Scottish pig iron. Expressions of opinion, however, regarding the condition of the iron and steel trade in Canada are very favorable. It has been said that they are now on as sound a basis as ever in the history of the country, with, at the present time, low prices to the consumer.

Pig Iron.—There is not much to report in this market. But little change is noted from last week. Prices on the English market are practically unchanged, and in the United States the weakness already referred still prevails. One effect of the low prices is that importers of iron from Old Country furnaces cannot compete with the prices offered by American furnaces in the Buffalo district. Where in other years this iron was brought in from across the ocean and was easily distributed in the Western district. But with a dullness reigning on the United States market and with prices lower these importations cannot be made to competr for the business in the Toronto and general western district. As it is Canadian melters have to cut their prices to put them on a level with the quotations from across the line. Of course the buyers are getting the advantage of the lower prices. A representative of one Canadian furnace interest stated jokingly that a higher tariff was needed and even if the present condition is not sufficient of a protection to the Canadian industry, the iron and steel trade in Canada to-day is in a pretty safe condition. Demand is good and even though a reduction of prices has to be made to meet competition there is a heavy call for iron. It is estimated that within the past four or five months some 60,000 tons of pig iron from the United States has found its way in to the Canadian market in the vicinity of Buffalo. The monthly average of this incoming business is about 10,000 tons. Prices on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Tin.—The market began "sky-rocketting" again this week and on Wednesday had practically touched the £200 mark. It has been extremely irregular in the primary market but from an American standpoint the changes have been regarded rather indifferently. Interest of course was naturally revived when the quotations came within reaching distance of the high water mark. Locally tin is quoted a cent higher this week following the action in the primary market. The price is advanced to 46 cents after remaining at 25 for some time.

Copper.—The local price of this metal is marked down this week from 13¾ to 13½ cents a pound following a weakness in the primary markets. With the manipulation of tin before him, a local metal authority remarked that a little manipulation wouldn't do copper any harm. The market is dull and while enquiry is fair purchases are reported of the hand to mouth variety.

Lead.—The market is rather listless and shows a downward tendency. Buying is not very heavy and those who are on the inside report that there is no new feature of late.

Spelter.—Spelter is practically in the same boat. Prices have been sationary until recently a little flutter was noticeable. Trading is limited.

Scrap Materials.—There is a fair demand for some old materials. The market is steady, prices being unchanged. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plates, $12.50

TORONTO.

Toronto, May 19.—The metal situation is, in one sense, rather puzzling. Although a very satisfactory volume of business is being done in this country, the tone of the market does not appear healthy. There is an undertone of apprehension, which can be traced directly to the dull conditions prevailing in the United States. With the situation far from satisfactory across the line, buyers here seem to feel that fullest confidence cannot safely be placed. At the same time, the business being done here at the present time is satisfactory in point of volume.

Chief interest centres in tin at the present moment. A further advance has been recorded during the past week and further developments of a more or less startling nature are anticipated between now and the end of the month.

Tin.—The syndicate at London have succeeded in advancing the price of tin some £4 to £5 during the past week, and accordingly the local price has gone up a cent a pound. Quotations made here now run from 45 cents to 46 cents, according to quantity. It is anticipated that the London market will see a "squeeze" worked before the end of the month, as the time is judged to be ripe for the syndicate to force the price to the highest possible notch. Developments of an interesting nature are, therefore, expected in some quarters.

Antimony.—To say that antimony is dull on the local market would be expressing the situation mildly. Little or no buying is being done and the same condition is reported to prevail on the primary markets. The price here remains unchanged.

Copper.—Fullest satisfaction is expressed with the volume of business being transacted here. This condition of affairs is in marked contrast to the copper situation in the United States, where business is dull in the extreme. The demand here is consistent and there is every prospect of it holding out.

Aluminum.—The demand, although not overly large, is quite satisfactory and it is believed that renewed activity will be shown in the near future. The price remains unchanged at 20 cents.

Plates and Sheets.—There is a better demand for plates and sheets. At no time dull, this branch of the metal industry is now reaching a point where orders for future requirement are being placed. The stock of Canada plates is not yet as large as it might be, but the demand has not yet reached the point where a shortage could occur.

Pig Iron.—Inquiries are reported to be better and the amount of business being done is, quite satisfactory. The industrial activity now shown is creating a heavy demand for pig iron. In the face of the slightly improved conditions, prices still remain at the same figure, the quotations given being as follows: Canadian Foundry No. 1 is $19 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20, and $22 respectively.

Lead.—The price is working higher on the primary markets, but so far no change has been made locally. The demand is growing and the situation is taking on a much more satisfactory tone.

Spelter.—This metal is reported to be active. There has been a tendency toward improvement for some time and it is believed that this will become more marked as time goes on. Spelter has been up to but recently one of the most active of metals. The price remains firm.

Old Materials.—There is not yet a very large amount of business done but, with the advent of warmer weather, things are "looking up." No price changes have been recorded and present quotations are: Heavy copper and wire, 10½ to 11c.; heavy red brass, 7½; heavy lead, $2.90; light copper and bottoms, 9¾c.; tea lead, $2.40; machinery cast iron, No. 1, $14.00; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

HARDWARE MARKETS

MONTREAL.

Montreal, May 19.—There is quite an evident feeling among the trade that the spring demand is not what it ought to be. In some lines the activity is all or even more than might be expected, but in what are called spring lines there is undoubtedly less business than at this time last year. The delayed breaking of the season had the effect of holding back orders. After that, the weather was not as seasonable as it might have been and thus there has been a general holding back.

One result of this is that collections are not as satisfactory as they should be. The relation between cause and effect in this case is not difficult to trace. Of course, it is expected that the rest of the year will make up the deficiency, but there is already quite a wide gap opened. While the country as a whole is prosperous, it should follow that everyone is going to share in this prosperity.

Contractors' and Builders' Supplies—Activity is general in this department and is holding up well its end of the trade. The west is asking for large supplies and the east also is doing a vast amount of building work if the the demand on the wholesale trade is an accurate barometer. The demand is for the general lines and covers them all equally well. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Spring Lines—The trade in these lines is not as bright as it might be. One salesman stated that in looking over his stock of hose, for instance, he had found that the lower grades had sold well, but those of better quality had been very slow to move. Other lines might be mentioned in the same way. There has been fair trade, but it is only natural to expect that this year's figures should exceed those of last year, but in this one department such hopes are beginning to vanish. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a dozen; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz., and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Lawn and Garden Tools—These lines are moving out very favorably and there is still time to look for good returns. Many show windows reported devoted to this end of the business bespeak a good trade and the demand upon the jobbers is quite satisfactory. Some prices quoted are: Lawn rakes, $3.75 to $5 a doz.; garden sets, 25c to $1.50 per set; border knives, $4.80 doz., net; garden trowels, 60c to $1.50 a doz.; garden shears, plain 8-in., 55c; with notch, 8-in., 60c; long-handle border shears, $1.15 each; long-handle surface shears, $1.05 each.

Household Utensils—There is still quite a demand for household goods. Ice cream freezers are popular, granite and enamelware goods are also moving well, and the same is true of other lines, including washing machines and wringers. Prices are the same as those quoted last week.

Harvest Tools—Enquiry for harvest tools is increasing, and orders are coming in quite freely. Some prices and discounts are as follows: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Sporting goods are moving out well, in some cases repeats beginning to show themselves. All lines are in full blast, with fishing fast approaching its best season.

TORONTO.

Toronto, May 18.—Business is reported to be brisk at the present time, so brisk in fact that much of the lost ground is being regained. April was a backward month, largely owing to the very unfavorable weather conditions. The volume of trade, as a result, fell behind the record set in 1910 during April. Since the beginning of May, however, things have seen a welcome change, and the trade being done is well in excess of that done last year. It is expected that, by the end of the month, all the lost ground will have been regained and, perhaps, a new record set up.

No price changes have been made during the past week. The general tone of the market is firm.

Seasonable Goods.—There is a heavy demand for summer goods. The refrigerator is proving one of the liveliest sellers of the day. One house reports that sales on refrigerators this year so far have been double the record set last year. It is also noteworthy that good quality refrigerators are in demand. Screen door trade is at its busiest and a like condition prevails with reference to garden hose, clamps, couplings, sprinklers, nozzles, rakes, watering cans, lawn mowers, shears, spades, axes, picks, wheelbarrows and the many other articles now needed for garden work. A number of large orders have been placed for ice cream freezers. Awnings, window shades and verandah screens are selling well. Hammocks are now moving briskly and the jobbing houses report that the orders received this week so far have been at least double of those last week.

Household Goods.—It is quite apparent that the retailers are finding a ready market still for the articles used in moving and house cleaning. There is a fairly heavy demand for carpet stretchers, ladders, small hammers and saws, vacuum cleaners, etc. The ordinary household goods in tinware and graniteware are selling briskly.

Builders' Hardware.—Orders are growing larger for builders' supplies and it is quite apparent that the call from the builder is already heavy, despite the earliness of the season. All varieties are in demand. There is also a good trade being done in mechanics' tools.

Heavy Hardware.—Construction work is now so far advanced that the call for heavy hardware is well sustained. Chains, pulleys, tackle, bolts, nuts, screws, etc., are all moving briskly. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—Quite satisfactory in every respect is the sale of stoves, particularly gas stoves. One local firm reports that, despite the handicap of bad weather last month, the record of sales to date this year tallies identically with last year's record. With conditions as at present, it is expected that the returns for May will show a neat increase. The gas stove is still moving well and there is a sustained demand for all heating accessories. Kettles, pots, pans, lifters, cookers, etc., are in splendid demand.

Sporting Goods.—The demand on this department during the past week has been such that some difficulty has been found in filling orders. The trade centers largely in baseball, lacrosse and cricket supplies, though other sports are pretty well represented also. Fishing tackle and all varieties of supplies are moving briskly now.

Hardware Letter Box

Bicycle Tires and Accessories.

Clements & Co., Milton, Ont.—"Kindly advise us through Hardware and Metal where we can purchase in Toronto, bicycle tires and accessories."

Canada Cycle & Motor Co., John Millen & Son, Planet Bicycle Co.—Editor.

Cream Whippers.

C. C. Falconer & Co., Winnipeg, Man.—"Kindly let us know where we could procure Frie's cream whippers."

Can any subscriber give us this information?—Editor.

Razors and Cook Stoves.

Chester C. Crawford, Dutton, Ont.—"Would you please tell me who are the makers of the Enders Safety Razors, and also the Patron Cook Stove."

Can any reader supply this information?—Editor.

Bakery Ovens.

Wm. Dunsmore & Son, Oxford, N.S.—"Can you tell us the name of the makers of bakery ovens?"

Warren Mfg. Co., Toronto, and the Fletcher Mfg. Co., Toronto.—Editor.

The Western Hardware Market Situation

Rains Create Optimistic Feeling With Reference to Crops and Buoyant Trade Conditions Result — Farmers' Hardware Moving Briskly—White Lead Advances 25 Cents.

Winnipeg, May 19.—The rainfall last week has created an optimistic feeling everywhere. It is now felt that the crop outlook is highly promising and the the resultant confidence is displayed in the buoyant state of the staple hardware market. There is a particularly strong movement to farmers' hardware—cordage, rope, harvest tools, harvest repairs, etc. The same holds with reference to builders' hardware. The West is assured of one of the heaviest building years on record and there is already a heavy demand for supplies and contractors' tools.

Travelers report that there is a good all around tone to trade and that no line is suffering. The money market is much freer and collections are reported to be quite good.

The market generally is firm. Galvanized lines are reported to be advancing. Sales in wire have been heavy and supplies are now getting low, which may or may not presage a change in price.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.50; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.65; Queens Head, 20, $3.85; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.55.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The paint and oil trade is brisk. An advance of twenty-five cents in white lead has been made. Otherwise prices remain the same.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05; small lots, $1.10.

A CONTRAST IN METHODS.

Montreal, May 17.—I was rather disappointed in several retail hardware stores in Montreal's down-town section the other day, and not only disappointed, but very much surprised. I wanted to buy a few things for my boat, and canoe paint was one of them. Would you believe it, I went into three stores before I got what I wanted, and I would hate to mention the names of those two stores. You wouldn't believe it of them.

In the first one, the clerk who offered to wait on me tried to sell me carriage paint. Possibly he knew more about paints than I gave him credit for, but I had my doubts. Anyway, it sounded bad. Offering carriage paint to put on a canoe!

In the second store I called at, the clerk, whom I am well acquainted with, tried to tell me that floor enamel was just what I required. He told me very nicely that they had no boat paints in stock, but the clerk recommended floor enamel to me. He said he thought it would give good satisfaction, and assured me that he felt safe in recommending it. I was beginning to think that I would have to either go without or take a chance with barn paint, bannister varnish, or any of the other kinds, all of which were about equally good for what I wanted. You know, when you want a particular article, you want it and it only. You become dubious about any and every substitute offered you. There might have been something better than that I asked for, but I did not care to take a chance. I found in the next store I called at the goods I wanted. On giving the clerk my order he brought it to me directly. There were several other items I wanted and I found that this store had them all. They included a preparation for stopping leaks in boats, or preventing leaks, and a metallic wool for removing old varnish, etc.

I mention this experience to point out the necessity of keeping paint stocks up to the minute if they are to be of any service to the house.

AN AMALGAMATION.

The Allith Mfg. Co., Chicago, have amalgamated with the T. C. Prouty Co., Albion, Mich., manufacturers of hangers, door hinges, etc. The headquarters of the new firm will be at Albion, Mich.

HARDWARE TRADE GOSSIP

Ontario.

J. Irwin, assistant Montreal manager of Brandram-Henderson, was in Toronto this week.

Fenn & Co., sporting goods dealers, King street, Toronto, are selling out and are holding a big sale of stock.

The merchants of Haliburton, have decided to close Wednesday afternoons during the months of June, July and August.

Albert Taylor, of the Geo. Taylor Hardware Co., New Liskeard, is on a trip through the northern sections of Ontario.

The brick store occupied by Mr. Hartman, hardware merchant, Thornbury, was seriously injured by fire. The loss will be heavy.

A despatch from Guelph hints at the passibility of the Page-Hersey Co., concentrating their manufacturing operations entirely at Welland.

A. D. Kennelly, manager of the Toronto office of the McClary Manufacturing Co., has returned after an absence of several weeks at Clifton Springs

The Russill Hardware Co., Toronto, have a window display of cement walk tools, all manner of articles used in the laying of cement work being shown.

W. F. Macpherson, Prescott, has been running a large and effective paint advertisement in the local papers. It is well illustrated and includes special mention of liquid aluminum paint, coach colors and varnish stains.

The firm of Harland Bros., Clinton, has been dissolved by mutual consent. W. S. Harland is retiring from the business, and J. T. Harland will continue it at the old stand under the same name as formerly, Harland Bros.

On Tuesday night last the hardware store of S. D. Ross, Brighton, was forcibly entered and a large quantity of goods stolen, including four dozen razors, a large quantity af pocket knives, barbers' clippers, silver knives and forks and two 32-calibre revolvers. Two strangers had been seen in town, and it is thought that they were responsible for the theft.

A new industry known as the Gullberg-Ekberg Company, has started operations for the manufacture and sale of tar, creosote, turpentine, charcoal, etc., at the Winnipeg river crossing of the Grand Trunk Pacific at Kenora. The plant is in close proximity to the Winnipeg river, on the new townsite, and the location warrants a splendid supply of raw material very easily assembled by the river.

McIntyre & Edge, Seaforth, held a two-day spring opening recently. Special men had been secured for the occasion to demonstrate the use and advantages of the stoves and household goods handled. Lunch was served on both days to all who attended and an orchestra dispensed music. The attendance was exceptionally large on both days. The opening was well advertised in the local papers.

Quebec.

G. N. Bourgue, hardware retailer, East Sherbrooke, has purchased the land adjoining his present premises, and intends to double the size of his present building.

Frank R. Newman and Harry Newman of Caverhill, Learmont & Co., Montreal, sailed for the Old Country this week on the S.S. Royal Edward. Frank Newman's desk is being occupied during his absence by J. R. Terrill.

A. G. Gunther, representing the German firms of Stahlschmidt Tool Co., Colsman & Co., and Boentgen & Sabin, has been visiting Canada during the past few weeks, making his headquarters with Dingman & McCombe, Montreal. He left Wednesday on a trip to Winnipeg, and on his return to Montreal he will take ship for Europe.

W. L. Leslie, of A. C. Leslie & Co., Montreal, is enjoying a vacation at Woodstock, Vt.

Western Provinces.

B. G. Kelly is opening a hardware store at Preeceville, Sask.

T. Tessier, tinsmith, has started in business at Starbuck, Man.

The Blackie Hardware Co., have started in business at Blackie, Alta.

The Taber Hardware Co., have commenced business at Taber, Alta.

R. F. Cornell is starting in the hardware business at Stoughton, Sask.

L. J. Laxdal, of Saltcoats, is adding very extensively to his hardware store.

A demonstration of refrigerators was held in the store of Arthur Hayn, Lethbridge.

T. Bradford is building an addition to his present hardware store at Saltcoats, Sask.

The Rainton Hardware Co., Rainton, Sask., Steinman Bros., proprietors, have opened for business.

The retail clerks of Cranbrook, B.C., are asking for a half holiday on Wednesdays during June, July and August.

Duxbury and Ridington, Battleford, Sask., are the inventors of a new liquid veneer, which they style "Rinolene."

R. S. Nelson, who has been taken into partnership with N. E. Snider, Innisfail, is moving there from Wetaskiwin, Alta.

R. S. Nelson, of Wetaskiwin, and M. E. Snider, of Angus Ridge, will start a hardware and furniture business at Innisfail, Alta.

The Calgary Stove and Furnace Company is negotiating with the Calgary City Council in connection with the establishing of a plant in that city.

A. McBride & Co., Calgary, have secured the contract for hardware in the several new buildings to be erected this year by the Calgary Exhibition Association.

In the May 6 issue it was stated that R. J. McNaughton had succeeded E. H. Insull, Craik, Sask. This is incorrect. Mr. Insull has rented his tinshop to to Mr. McNaughton, but is still carrying on the hardware business.

Ellison & Bradley, Strome, Alta., are about to erect a building 25 by 60 feet for a new hardware store, adjoining the new addition of W. T. Phipps. The ground is levelled and building operations will be commenced immediately.

While repairing the roof over the Stockton hardware store, Carlyle, Sask. on Tuesday afternoon, W. Nevill had a nasty tumble. The ladder on which he was standing slipped from under him, and he fell to the roof of the lean-to below.

The Hanley, Sask., Herald says: "I want a pair of leather hinges," said a lady in one of our hardware stores the other day. "What!" exclaimed the astonished clerk, "leather hinges, why we don't keep them." "Well," replied the lady, "that's what I was told to ask for." The puzzled clerk scratched his head for a moment. "Oh," he said, "you mean strap hinges."

W. R. and A. C. Burnet are the purchasers of the hardware and tinsmithing business of Wm. Hopkins, 20th street west, Saskatoon. They are planning material alterations in the arrangement of the premises. Among these will be the use of the entire front store as a salesroom this being accomplished by the increase in storeroom space provided by the addition now building at the back, which will also permit more prominence being given to the tinsmithing department.

Maritime Provinces.

The Maritime Merchant, Halifax, says: "A. M. Bell & Co., are pushing summer lines, such as screen doors, black wire cloth, hammocks, ice chests and freezers, canoes and paddles and athletic goods."

IMPROVEMENT NOTED.

Cleveland, O., May 18. — The Iron Trade Review to-day says:—

The supreme court decision in the Standard Oil case and the disposition of the transportation companies to give more attention to their track and rolling stock requirements over the last half of the year have resulted in a decided improvement in sentiment in the iron and steel trade. So far there has been no important buying on the part of the railroads and no large inquiries have been put out, but this is thought to be due chiefly to the fact that inventories for the fiscal year ending June 30 have not been completed. While the trade does not look for a boom period, a steady improvement in buying is expected as a result of the encouraging developments during the past week or 10 days. In a few branches of the trade, there is slightly more activity, but the improvement has not been uniform, and the market as a whole is quiet, purchases in most cases being limited to cover urgent needs. Consumers apparently are not satisfied that prices on finished steel have reached bottom.

NEED ELEVEN ACRES.

Vancouver, May 15.—Forced by the growth of their business, McLennan, McFeely & Co., wholesale hardware, are looking for a site large enough to enable them to secure approximately eleven acres of floor space and yard room. The firm at present occupy a five-storey and basement warehouse at the northwest corner of Columbia avenue and Cordova street east, where they built some years ago. They have now outgrown this building and the surplus material is be-being housed in three or four warehouses situated in different parts of the downtown district.

Methods Employed in Brisk Paint Campaigns

How Some Dealers go About Creating an Interest in Paint—Effective Distribution of Circulars and Color Cards—Knowing Stock is a Prime Essential.

There are several salient points to be remembered in handling a paint department. The first, and most important, is to carry a good line and to always push the sale of quality paint. The second is to keep the stock neat and well assorted. The third is to advertise the department, not only through the medium of the newspapers, but in the many ways which can be counted as advertising—in methods of display, in conversation with customers and in good service.

These may be said to briefly sum up the fundamentals of paint salesmanship. If a dealer observes these rules he is bound to reap the reward in the shape of a splendid trade. There are, however, a great number of little methods adopted by dealers here and there which served as helps in the conduct of a paint campaign and which prove particularly effective when united with general methods as outlined above.

For instance, dealers frequently adopt the plan of having neatly-printed paint circulars, which they send out in every parcel, wrapped up in the store. This, they claim, is even more effective than sending out circulars through the mails. In the first place, there is no danger of them being lost on doorsteps or thrown away before opened. The parcel is opened and the person who unties it will, if merely out of curiosity, glance over the circular. In the second place, when sent out in this way, the circulars reach the customers of the store only —people who are dealing there and are more likely to be interested in anything that the dealer has to say. When sent out on the other plan, a certain percentage reach people who would never under any circumstances buy paint, and are, consequently, as good as thrown away.

Handing Out Samples.

A very effective method is handing out small samples to people who come into the store for other goods. An offering of this kind is certain to be opened and used, partly as a result of the keen desire shown by most people to get the most out of anything that they get for nothing and partly because the average man likes to tinker around with a paint brush anyway, and is glad of an opportunity to try his skill. If the paint, or varnish, or whatever it is, turns out to the liking, it is morally certain that an order will be placed for another supply.

If your stock is made up of good quality brands, your most effective method of building up a business is to get people to use your paint once. The repeat orders will follow. The sample tin can, therefore, be made your most telling argument.

Used Magazine Ads.

The writer had the pleasure once of meeting a dealer who made a novel use of paint ads. in magazines. He kept right in touch with the current magazine literature and every time that he ran across a real fetching paint advertisement, he would take the book to the store and leave it, open at the proper place, in some convenient spot. There are always times when people have to wait, even in the best regulated of stores, and at such times they glance around the store for anything that may hold their attention until they are waited upon. In Blank's store the magazine, artfully placed, served to attract waiting customers, and they became interested in the question of paint unconsciously. When their turn came, the salesman would introduce the subject casually, while wrapping up the parcel.

"Are you needing any paint this spring?"

If the customer show signs of giving a flat denial to the suggestion, the salesman would not wait for a reply, but would hurry right along. "It's surprising how much paint people use nowadays. You see, it is possible to do so much with it now in the way of home decorating, and at such a low price. Everybody seems to be buying," and so on until the customer was drawn into a discussion.

Color Card Distribution.

The proper distribution of color cards is found to be eminently successful in creating sales. They are attractive and are certain to be looked over more or less carefully. In many cases the question of repainting the house has perhaps been discussed previously, and some doubt has been felt on the score of the proper shade to employ. When the color card arrives, the members of the household look it over and discover just what they want. In such cases, an order will be placed for that particular shade without a doubt.

How a Customer Was Won.

The retail paint salesman requires a thorough knowledge of the goods he sells. He must be in a position to explain just how each variety of paint should be used, how far it is likely to go, how it should be applied, etc. It is safe to assume that half the customers he waits upon will be more or less ignorant on the score of the use of paint specialties and they will depend on the salesman to explain everything to them. If he cannot do this to their satisfaction, they will probably take their custom elsewhere the next time.

Very frequently a salesman who knows his stock right through is able to make sales which would otherwise have gone elsewhere. The writer was in a Western Ontario store a few weeks ago when a customer entered and asked the proprietor if he had a certain well known varnish on sale. He had seen it advertised and had come to the conclusion that it must be "pretty fine stuff."

"No," said the proprietor, "but I have something much better." Mark you, he did not say "something just as good;" he claimed a higher degree of excellence for his stock and seemed to believe every word of it himself.

The customer looked incredulous and very unreceptive to any argument but the merchant started right in and explained why his make was so much better. "This varnish will go a long way," he declared. "It spreads very easily. What is more it spreads smoothly and evenly, leaving a surface like glass. Now some kinds finish so hard that they crack easily and, therefore, do not last. But this varnish is guaranteed to last for an almost indefinite period.

"You are not a practical painter and you might find some difficulty in applying certain kinds of varnish. The marks of the brush might show. But nothing shows when you use this variety."

He talked that particular brand for a good fifteen minutes, impressed the lasting quality, made use of the argument of economy and dwelt lengthily on the beautiful results obtainable. The customer gradually felt his doubts slip away and he became convinced that this brand must be the very last word in varnishes and he made a good sized purchase. As the make in question is undoubtedly a good one, it is quite certain that the man would find satisfaction and become a regular purchaser.

To convince a customer of the value of any line when the mind has been set on something else, a salesman must have a pretty thorough knowledge and must himself be honestly convinced that he is selling the very best thing on the market. Practical knowledge and enthusiasm are assets well worth acquiring.

A RECEPTION HELD.

A grand reception was held at the new premises of the Winnipeg Ceiling & Roofing Co.'s plant Saturday afternoon, May 13, in which over two hundred citizens participated. The buildings are located in the St. Boniface section of the city, and the car ride of about three miles afforded a splendid outing on that sultry afternoon. Mr. McMartin, president and general manager, greeted the guests at the door, and introduced them to waiting attendants, who conducted the visitors throughout the entire plant.

The main building is 100x300 feet in dimensions, and includes shipping and warehouse room, cutting and stamping department, and cornice factory. Men were at work on all machines in the cutting and stamping room, and much interest was taken in the manufacture of corrugated siding, eavetroughs and water pipes, metal ceilings and culverts. The cornice factory was not in operation, but a workman demonstrated the making of metal doors and windows.

The other buildings are the paint shop, 50x60 feet, and a box factory for crating goods, which is 40x50 feet in dimensions. There are in all about ninety men employed in the concern.

On returning to the office, guests were served with refreshments and cigars before going home.

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M (MAPLE LEAF) **L** **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M (MAPLE LEAF) **L** **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M (MAPLE LEAF) **L** **Elastilite Varnish**

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Llsts, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET



TRADE MARK MINERVA

Handle the Paints and Varnishes of a Reputable Manufacturer.

MR. DEALER: Your immediate profit is not the most important item in the selection of various lines for your business.

An ordinary paint or varnish that offers you a large margin might eventually prove to be your loss. It's a good honest brand with a reputation behind it and a liberal profit that means your success.

MINERVA

PAINTS AND VARNISHES

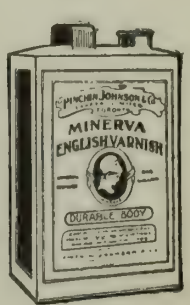
have always been made for exacting people. A brand that looks well and is durable.

MINERVA lines have been manufactured for 76 years and have stood the very hardest tests of wear and climatic conditions.

Large Railroad and Steamship Companies, prominent painters and decorators insist on MINERVA brands. Users like these know paint value---paint service.

The Manufacturers co-operate with you in selling MINERVA Paints and Varnishes. Besides a very attractive proposition, consistent consumer advertising is used in the press throughout the country.

IT WILL PAY YOU TO ENQUIRE FOR PARTICULARS.



PINCHIN, JOHNSON & CO. (CANADA) LIMITED

Established in England in 1834.

377-387 Carlaw Avenue, TORONTO, ONT.

E78

PAINT AND OIL MARKETS

MONTREAL.

Montreal, May 19.—General business in the paint and oil trade shows a new impetus and generous flow of orders is noticeable. While orders are numerous it seems to be generally held that business is apparently lighter than last year. The requests for immediate shipment are being received in an encouraging manner but it is noticeable that they seem to lack the weight and length that is expected at this season of the year with the spring trade now at its height.

Linseed Oil—There is a steady easing off in the price of linseed oil. Prices are now $1.08 per gal. for raw, and $1.11 for boiled. Occasionally advices are received denoting advances in the primary market over present quotations it can scarcely be denied that there is an underlying strength in the market and this with a fairly brisk demand prevents any leaning to lower figures.

Turpentine.—After being extremely bare of turpentine for some time, the market is now receiving liberal shipments. Trade may be said to be very good. The present price remains unchanged at the dollar mark.

Paris Green.—Some slight friction is reported from the United States market and in several instances quotations received from New York brokers when carefully figured out are not lower than present quotations in Canada, especially when it is considered that the quality may not be possibly up to the government standards and that delay may be occasioned through custom formalities just when the Paris Green is wanted. Prices are unchanged. In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—Order for arsenate of lead are coming in freely and the trade are seemingly giving this insecticide a fair amount of prominence. Prices are unchanged.

Shellac.—Although it was reported that the quotations on gum shellac were somewhat easier, it has not apparently been sufficient to affect the price of the liquid article and it is said shipments are increasing in volume.

Japans and Varnishes.—With lower prices for turpentine, manufacturers have been encouraged to put their varnish making staffs on full time and more efforts are being put forth to make sales.

White Lead.—Demand for white lead continues favorable, and orders from the trade are coming in rather freely. Prices are as follows:—Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—The call for putty is steady, spring work requiring rather heavy supplies. Prices are unchanged as follows: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

TORONTO.

Toronto, May 18.—There has been a brisk tone to the paint and oil market this week, and general satisfaction is expressed. The feature of the week has been the substantial reduction in turpentine which, coming on the top of the gradual decline of the last month, puts turpentine back almost to the normal price for this season of the year.

Mixed paints, varnishes and specialties of all kinds are now moving well. Everything points, in fact, to a heavy paint year.

Linseed Oil.—Linseed oil, for present delivery, remains stationary, although there have been some quotations made on oil to arrive in Canada during the month of July, at about 3 cents less than the present price. To qualify this, however, in its probable effect on the market, no one seems anxious to place orders for July as the bulk of the placing business is done before. The price ol flaxseed remains firm and, as the new crop will not arrive belore August or September, there does not appear to be much likelihood of the crushers getting new seed so as to produce oil at better prices.

Quotations on linseed range at the present time from $1.10 for raw, and $1.13 for boiled to $1.12 and $1.15 respectively.

Turpentine.—At the close of last week, turpentine dropped to 95 cents, a reduction of 10 cents. This was brought about by corresponding decreases on the primary markets. Since that time it is reported that further reductions have been made at Savannah, but the local price has been left unchanged. The market at Savannah and Jacksonville is easier, and there is some accumulation of stock there, but, as the prices is now from 40 to 45 cents less than it was some three months ago, it is believed that it has touched bottom. Users of turpentine ran their stocks down to the lowest point during the months of February, March and April, so it is expected that there will be a strong demand now that the price has become reasonably low.

As far as can be judged at the present time, the supplies this season will not be much greater than last year.

Rosin.—The market has not been affected quite as seriously as it has in turpentine. As rosins can be stored very cheaply with no danger of evaporation, the decline in price has not been in the same ratio as turpentine. As the requirements for rosin, in the manufacture of both soap and varnishes, has been very much on the increase in the past two years, it is believed that the demand will be such as to maintain a high price for most of this year.

Putty.—The demand remains reasonably strong for this season of the year. Prices are standing at the same figures: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—Considerable interest has been aroused here by the announcement that an increase has been made in the price of white lead in the west. So far there has been no change in the local price and there are no indications of an advance in the near future, at least. The demand has attained to heavy proportions.

Prepared Paints.—There is a splendid volume of business being done in all lines of paints, both for exterior and interior purposes. There seems to be a stronger trend than ever on the part of the public to use the ready mixed article, if the amount of business being done can be accepted as any criterion.

Varnishes and Japans.—The activity so noticeable in the sale of prepared paints is also found in the varnish and japan trade. There is a good all around demand. Prices are stationary and, with linseed oil and turpentine back practically to the normal, there is little or no danger of any further changes.

Specialties.—The demand is good and thoroughly assorted, all lines being on the move. The burning of the works at Hillsboro has created a stiff advance in plaster of paris, which now sells at $3.50 barrel and it is difficult to get even at that price. Other supplies such as boat pitch, kalsomine, pine tar in tins, axle grease, alkali, sand paper, pumice stone, sponges, tar, shellac, furniture polishes, colors ground in varnish are in steady demand.

Petroleum.—The demand continues steady and satisfactory for this season of the year. The prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astral, 15½c.

Glass.—Import orders are commencing to arrive. There is now a growing demand and conditions are judged to be quite satisfactory.

VAGARIES OF A HARDWARE DELIVERY HORSE.

Kingston, May 2nd.—A horse owned by Simmons Bros., hardware merchants, and used on their delivery wagon, pulled off a queer "stunt" this week, and one which gave the animal a good deal of newspaper notoriety. The horse was left in a yard near a barn, while the driver was looking after some business, when it spied, through a small hole in the door, some nice hay. He could not resist the temptation to get after the hay, and, after a little time, he succeeded in poking his head through the hole and getting a good feed. All went well while he was eating, but when he tried to get his head out of the hole again, there was trouble. The animal tugged and pulled, but no sir, his head would not come out, and at last, getting quite desperate, the animal gave another good yank, and succeeded in pulling down the door, but it still remained hanging on the animal's neck, and he was, indeed, a queer looking sight. When the driver came upon the scene, he found the horse prancing about with the barn door dangling to his neck, and a saw had to be used to free the animal. People who happened to witness the affair, are saying that the hardware horses are just like the men engaged in the hardware business, when they want a thing they certainly go after it, even if it does cause a little work and trouble.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

There is Nothing Secret About it

¶ There is a formula guarantee on every can, and this formula is recognized as the "last word" in paint quality.

¶ Therefore when you stock **B-H "ENGLISH" PAINT**, you have the active support of the practical man---the man who knows---and your store becomes the paint headquarters of your town.

¶ There is a good substanstial profit for the dealer in **B-H "ENGLISH" PAINT** and a strong advertising campaign back of the paint that helps you sell more paint.



¶ **B-H "ENGLISH" PAINT** will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1911 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c.: Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 00
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 50	16 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $45 00 44 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 50
I X, 14x20 base		5 25
I X X, 14x20 base		6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50	
I X, Terne Tin	9 00	

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, "
" 14x65, "

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

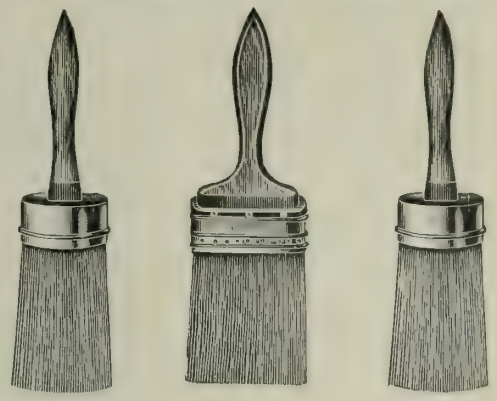
PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

Spring Housecleaning and PAINTING
ENCOURAGE IT NOW



Make a Good Display of

BOECKH'S BRUSHES

For Painting

Oval Paint Brushes — Flat Paint Brushes
Oval Varnish Brushes — Flat Varnish Brushes
Whitewash Brushes — Kalsomine Brushes
Painters' Dusters, etc.

For Housecleaning

Scrub Brushes — Waxing Brushes
Stove Brushes — Bannister Brushes
Carpet Brooms — Hair Floor Brooms
Feather Dusters, etc.





Manufactured by THE BOECKH BROS. COMPANY, LTD.,

Head Office, 80 York St. TORONTO, CANADA Factories, 158 to 168 Adelaide St. W.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL — TORONTO — ANTWERP — LONDON — WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited

LONDON TORONTO WINNIPEG MONTREAL

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	1 12	1 05
Wood Turpentine		1 00
Linseed Oil " raw	1 11	1 12
" boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Hattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ¾ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 08
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
" "	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, dos	1 80

DRILLS.

Bit stock drills, 2-32 in., dos. 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass 55 per cent.

EAVETROUGHS.

5 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 60
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 25

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
¼ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L" steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

CONGO NEVER LEAK ROOFING

Guaranteed Until 1921

Every roll of Congo two and three ply roofing carries with it a genuine Insurance Bond from the National Surety Company guaranteeing that it will last *ten years*.

That guarantee Bond means that every Congo roof laid this year must give absolute protection *until 1921*.

We are the *only* manufacturer who has confidence enough in his goods to back up his guarantee with a *real* Surety Bond.

Write to-day for samples of Congo, copy of the Bond and further information.

We want you to know just what we are offering, and when you once know, you will see it is the best on the market.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.


National Surety Company
CONGO ROOFING
Guarantee Bond

Fac-simile of 10 Year Bond

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 42
Axe wedges, dozen	0 25
Ball and heel calks	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per dos	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per dos	15 00

MATS

Wire door mats, standard, 16x24, doz. 2 00

METAL POLISH.

Tandem metal polish paste 5 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¾—1¾ inch	2 70
2—2½ inch	2 50
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Copperd oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 80
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Gillette Safety, each		5 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ¾ and upwards, 9c.; under ¾, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 60 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 66, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 25 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 60
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hookey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks, net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, dos. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 23
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita....per lb.		0 25	0 37
Hindostan	"	0 06	0 16
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe....per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 35; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 83½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 18
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 85
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 50
5-Hole Tin Chokers	0 50

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	158 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in			6 70
" " " 34 in			1 00
" " " 36 in			1 25
" " neckyokes, 36 in			1 05
" " doubletrees, 40 in			0 95
" " lumbermens, 44 in			1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Branch at Calgary

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Booth-Coulter Copper and Brass Co., Toronto
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Hamilton Cotton Co., Hamilton.

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American Wringer Co., New York City

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Plymouth Cordage Co., N. Plymouth, Mass.

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(CEE.-PEE. CO.)

Shingle Stains

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The slight astringent properties of our Shingle Stains enable them to readily "grip" the fibrous structure of the wood and assist in making a lasting preservative, as well as giving an artistic finish to Bungalow, Cottage or Mansion. If you know of anyone who contemplates building, write to **THE CANADA PAINT COMPANY** for a full line of our samples of Shingle Stains shown upon wood. They will be sent by post free of charge.

C. P. Co.

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NEU-TONE FLAT WALL PAINT

NEU-TONE

FLAT WALL PAINT

THE

Scientific preparation for plaster, wood or metal, the only modernized, washable, sanitary wall paint.

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THE

Winnipeg Paint & Glass Co.

LIMITED

Winnipeg - Calgary - Edmonton

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U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

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The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Standard Arms Co., Wilmington, Del.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Lampblack
The L. Martin Co , New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Mower Sharpeners
R. Woon & Co., Oshawa

Lighting Fixtures
MacLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co. Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Post Hole Augers
Fenn Mfg. Co., Charlotte, Mich.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit
Rhodes Mfg. Co., Grand Rapids, Mich

Pumps
Canada Foundry Co., Ltd., Toronto

Razors.
Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal.
The Down Draft Furnace Co.. Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co. Ltd. Windsor Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

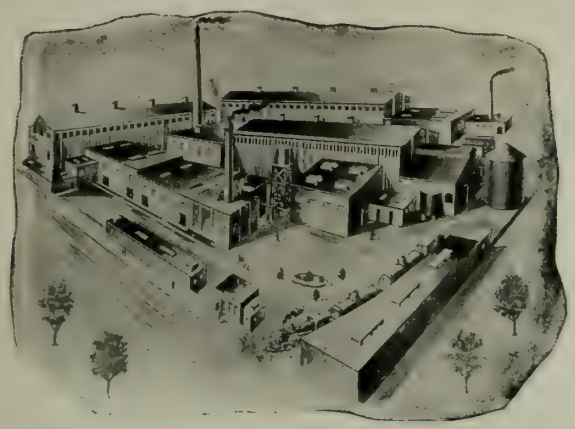
Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

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Star Mfg. Co., Carpentersville, Ill.



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

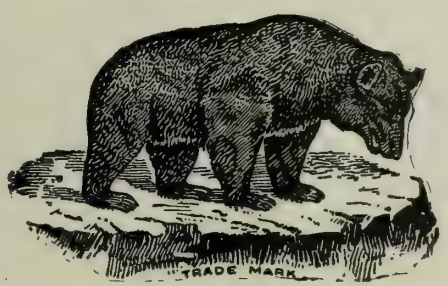
BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

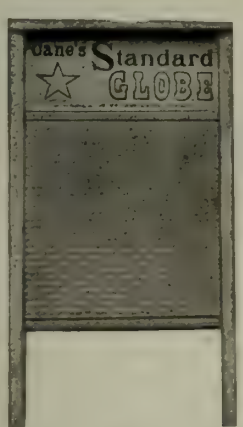
Factory, Camden, N.J.

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Cane's Standard Globe

A well made, zinc face board, standard size, lock corners, thin back, strong.

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Your Customers will point them out. They know from experience that they give the best of service for the cost.

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LIMITED

Newmarket - - - Ontario

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
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AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

AGENT WANTED

OLD ESTABLISHED FIRM of English Export Merchants of high standing and progressive methods, dealing in all descriptions of goods (principally hardware and ironmongery) are open to appoint a resident agent who can secure them good buying accounts in Canada. Applicants must have tact, influence, good experience and unexceptionable references as to character and ability. Apply Box No. 59, HARDWARE AND METAL, 88 Fleet Street, London, England. (20)

ARTICLES FOR SALE

FOR SALE—Set Tinsmiths' tools, practically new. In use eight months, cheap for cash. W. A. Matthews, Cannington, Ont. (21)

GUN BUYERS would do well to send for catalogue; large stock always on hand of double breechloaders, both hammer and hammerless, at reasonable prices. F. BAXTER, 13 Brougham St., Handsworth, Birmingham, England. (20)

SAFE FOR SALE—Large sized Taylor Fireproof, 48 x 72 outside Double doors, good condition. Possession about July 1st. Apply Consolidated Plate Glass Co., Ltd., Toronto. (20)

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FOR SALE—Hardware business for sale in good town in Southern Alberta. For particulars apply Box 502, HARDWARE AND METAL, Toronto. (20)

FOR SALE—Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

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FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

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SHEET METAL WORKERS — Our Home-Study Course on Pattern Drawing teaches you the method of drawing patterns for anything required in sheet metal, whether in a small tinsmith shop or a large cornice and skylight factory. This course is adapted especially for home study, and is clearly worded and illustrated. It takes you behind the scenes and shows you that what has appeared mysterious is simplicity itself. The complete course, comprising 40 blue prints, 60 sheets of instructions and necessary drawing instruments, sent to any address in Canada on receipt of $20.00. Club rates, 3 to 5 members, $17.50 each; 5 members and over, $15 00 each. After May 15th above prices will not include drawing instruments. Address, THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (13tf)

MISCELLANEOUS

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COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

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HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

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MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

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AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver on metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

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WANTED—Experienced retail hardware clerk, must be a hustler. Apply Robertson Hardware Co., 531 Dupont St., Toronto. (20)

WANTED—Manager for branch retail stove store in Toronto. Some stove experience necessary. Apply Gurney Foundry Co., Ltd., Toronto. (20)

WANTED—A good hardware clerk with 3 or 4 years' experience. Send references and salary expected. Box 505, HARDWARE AND METAL, Toronto. (20)

WANTED—City Traveller to cover Hardware and Blacksmith trade. Must have thorough knowledge both lines. State experience and salary required. Peart Bros. Hardware Co. Ltd., Regina, Sask. (21)

WANTED—A Hardware Clerk, married man preferred. One who has had over four years' experience in general hardware and not afraid of work. Address Box 506, HARDWARE AND METAL, Toronto. (20)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—Thoroughly experienced wire fence or hardware salesman for Canadian Northwest, one who is at present travelling in this territory. Address, stating salary wanted and full particulars, Box 503, HARDWARE AND METAL, Toronto. (20)

MISCELLANEOUS

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ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

The Varnish That Lasts Longest

This is the slogan of the DOUGALL VARNISH COMPANY and it is an excellent description of our goods.

Maximum of quality—that is, quality of materials, quality of workmanship; and quality in ageing and testing.

The results obtained by the use of Dougall Varnishes will show their sterling qualities and it's results that count. A man who uses Dougall Varnishes is not making any experiment, he is not taking any chances. We who make the varnish know this because we know that it is good, and therefore we guarantee every gallon that leaves the factory.

We make over 200 different kinds of Varnish and will gladly send you our booklet describing same; you will find some interesting facts regarding varnishes contained therein. Drop us a card.

The Dougall Varnish Company, Limited

305 Manufacturers St. **J. S. N. Dougall, Pres.** **Montreal, Canada**

Associated with Murphy Varnish Co., U.S.A.

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Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham, England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

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LIMITED
381 St. Paul Street, - Montreal



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Does your store look like this or is it littered with dirty, oily, smeary cans, measures and funnels?

The Bowser Storage System

positively eliminates all trouble, dirt and waste. It measures the oil directly into the customer's can without the use of measures or funnels, and computes the money charge for same.

CLEAN, SPACE-SAVING AND FIRE-PROOF.

Ask for bulletin No. 15 and see how much this system will save you.

S. F. BOWSER & CO. Ltd.
66-68 Fraser Ave., Toronto, Ont.

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish,* on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equals *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO.
LIMITED
TORONTO WINNIPEG

A 27



The Impossible is Still Being Attempted Every Day

You can't get a *first-class* white enamel unless you *buy* it, and a *first-class* white costs *real* money. All the *promises* between here and the Himalayas—and all the *claims* that can be *invented*—won't *alter* the *fact* that a *cheapened* enamel will *result* in a *cheapened* job. It's *bound* to *discolor*—it's *sure* to *crack* and *blister*—it won't *stand* the *test* of the *thermometer* or the *barometer.*

Glidden Superior White Enamel

is the *best* that money can *buy,* but doesn't *cost* the *most* money. It hasn't *disappointed* yet. Looks as though a *fine French porcelain* had been *spread* on by a *brush. Glossy* and *lustrous* with a lasting over-glaze.

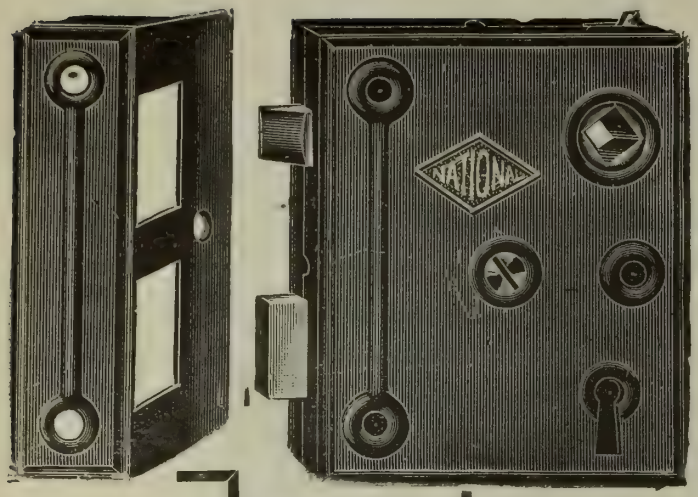
Glidden Velvet White Enamel

should be used where a rubbed or velvet finish is desired. It dries with a perfect egg shell gloss without the necessity for rubbing.

For hospitals, sanitariums, bath-rooms, vestibules and fine Colonial Homes. Even brushing qualities. It's simply impossible to improve on its quality or its results.

Cleveland, U.S.A. The Glidden Varnish Co. Toronto, Can.

BRANCHES:—NEW YORK CHICAGO



Steel Rim

NATIONAL LOCK

The up-to-date builder demands the BEST LOCK. The **"National" Brand** is the **strongest, safest** and most **durable** rim lock made—the **highest quality of steel** being used in its manufacture

Write us before you buy elsewhere, as the **National Lock** will prove to be a **money maker** for you.

Prices quoted on request.

NATIONAL HARDWARE CO., LTD.
ORILLIA ONTARIO CANADA

PAINT CANS

Hole and Cap Cans and Pails,
Friction Top Cans and Pails,
"Doubletite" Cans and Pails,
Double Seam Cans and Pails,
Roll Seam Cans and Pails,
Varnish Cans,
Oil Cans.

In fact all varieties of Cans and Pails for the Paint Trade. Our facilities are large, our variety is broad, and we can surely take care of your needs.

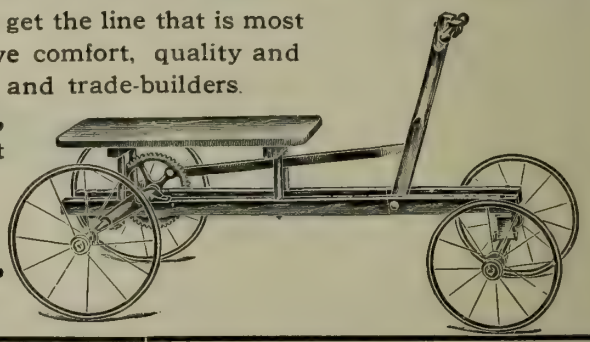
AMERICAN CAN COMPANY
MONTREAL HAMILTON

TORONTO Gendron CANADA

Geared Rowing Wagons

In buying from us you not only get the line that is most profitable to handle, but you also get goods that have comfort, quality and finish---the goods that are general satisfaction-givers and trade-builders.

We manufacture **Go-Carts, Carriages, Folders, Bathroom Fittings** and **Hardware Specialties** that are the finest on the market.

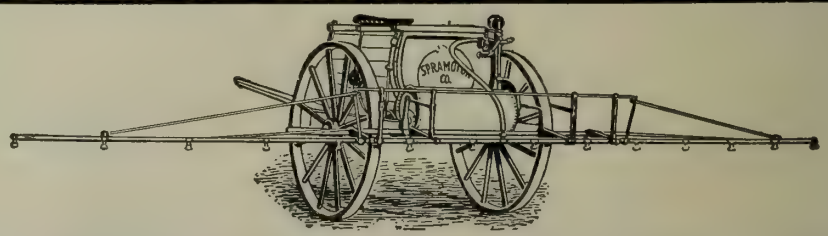


WRITE FOR CATALOGUE

The Gendron Manufacturing Co. Ltd.
TORONTO, CANADA

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



In 30 minutes with the Spramotor shown, you can protect your potato, or row crop, on two acres, 100-gal. tank does it. The horse does all the work. 12 non-clogging nozzles, with 125 lbs. pressure.

Has Automatic Regulator, Nozzle Protector, Pressure Relief, Agitator, 12-gal. Air Pressure Tank, Draining, Air and Controlling Cock. Full control from driver's seat. Fitted for Orchard, Vineyard and Grain Crops, One or two horses, or by hand.

Write for Particulars and Prices--Free. Gold Medal at National Horticultural Congress

AGENTS WANTED

R. D. HEARD, 1383 King Street, LONDON, Canada

Department of Canals and Railways, Canada

ONTARIO — ST. LAWRENCE CANALS.
MURRAY CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Dredging Murray Canal," will be received at this office until 16 o'clock on Wednesday, May 31.

The specification and form of contract to be entered into can be seen on and after Friday, May 12, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario-St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted Bank cheque for the sum of $1,500.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for work, at the rates stated in the offer submitted.

The Cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, May 10, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (21)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

PROMPT SHIPMENTS

Will help you get many orders for

METAL CEILINGS



Our Designs are Attractive. Our Stock is Complete
Our Facilities are Unequalled

GET BUSY—WE WILL HELP YOU

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, CANADA

Highest Quality!

NEW ERA will outlast, cover more surface, hold its color better, stand more changes of the weather, and give a more brilliant finish than any other paint you can buy, no matter at what price.

New Era Paint

NEW ERA paint is a good seller and brings a reasonable profit. After one trial your customers will become permanent users, as it never fails to bring satisfaction.

Remember, our prices are right and they will interest you.

Standard Paint & Varnish Co.
LIMITED

WINDSOR ONTARIO

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

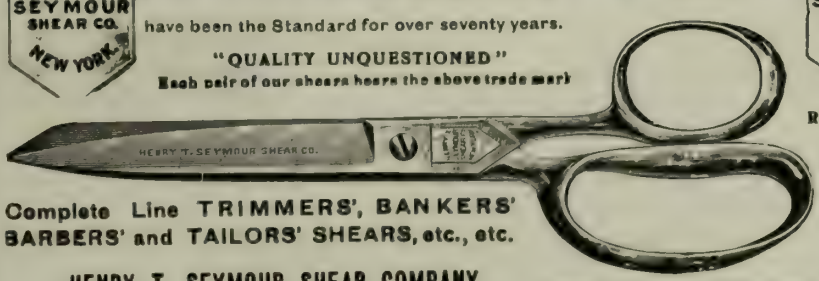
have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCK & HILGER, LIMITED, NEW YORK, Agents

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WANTED

FIRST CLASS RETAIL HARDWARE MAN,

one capable of taking charge of a large retail business, and one with capital to invest preferred. A fine opening for right man.

Box 504, Hardware and Metal
TORONTO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



FORD AUGER BITS are years ahead of competitors

It has always been our aim to manufacture a bit that would be better than other BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. To-day these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell.

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

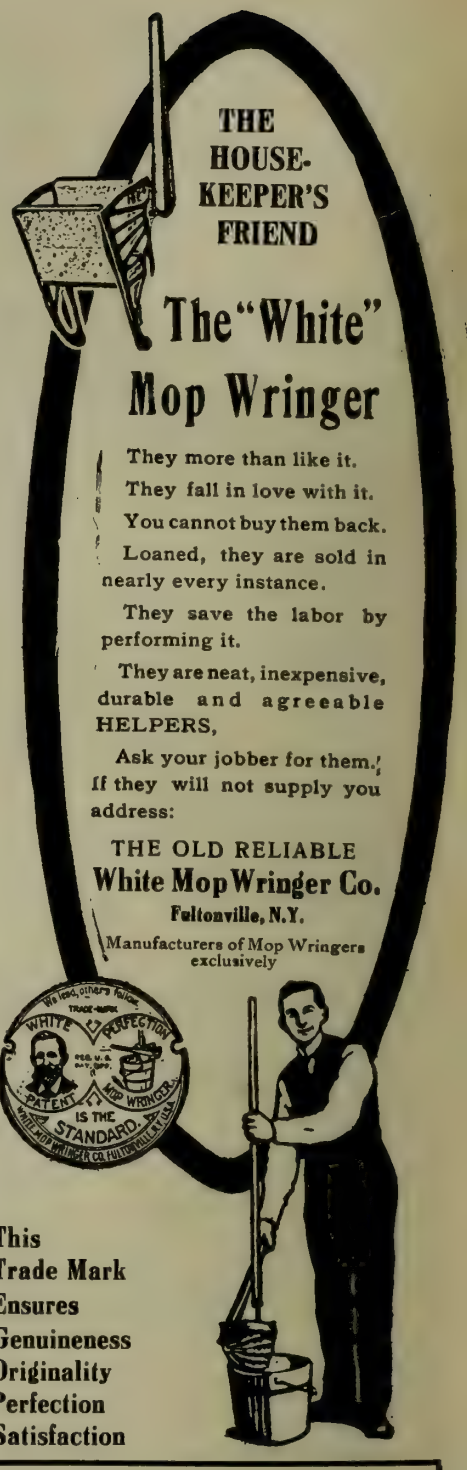
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

BRASS RAILINGS

ALL DESCRIPTIONS. MADE TO ORDER.

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders. : : : : : : TORONTO, ONT.

Moore's

House Colors



Represent the Highest Development Arrived at in Modern Paint Making.

TO THE CONSUMER—Their use means greater economy of labor and material, better protective value, and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The Sale of MOORE'S HOUSE COLORS means a Live, Growing, Profitable Trade, such as follows the handling of all articles of Genuine Merit.

Write us for Details.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

Something to Answer Every Call

TILE-LIKE **IMPERVO FINISHES**

FLOOR PAINT **MOORAMEL**

MURESCO **SANI-FLAT**

Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

PARKHILL, ONT.,
JAN 31st, 1910

HARDWARE AND METAL,
TORONTO, ONT.

Gentlemen,—Kindly find enclosed P. O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case—Set of Tinner's Tools—Desk—Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

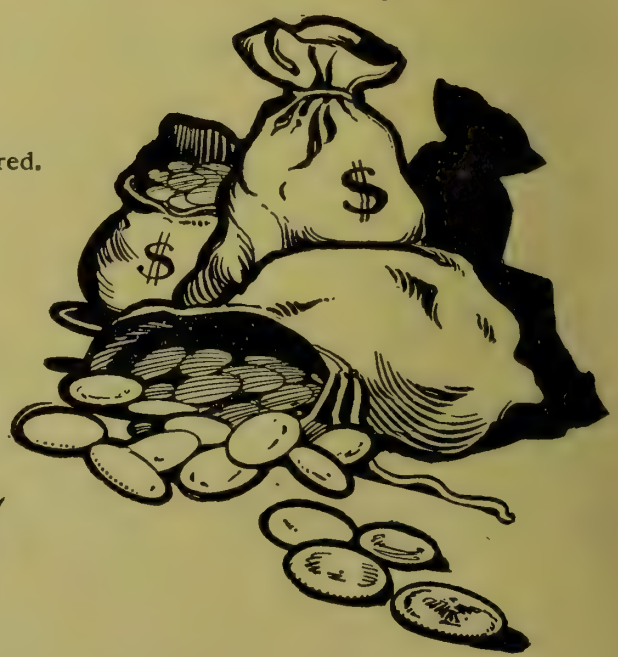
RATES: (Payable in advance)

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra per insertion for box number if desired.

Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg

MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

STILL'S
AXE HANDLES

the acme of quality

Write for prices.

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario

There are Three Factors



No. 400 Victor

IN

Richards-Wilcox Grindstones

which appeal to discriminating dealers—

Variety of Selection
Excellence of Workmanship
Their Popular Demand

Write for Grindstone Catalogs

Represented in Canada by
ALEX. THURBER, Montreal
W. H. GLASSCO & CO., Winnipeg

Richards-Wilcox Mfg. Co.

AURORA
ILLINOIS, U.S.A.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

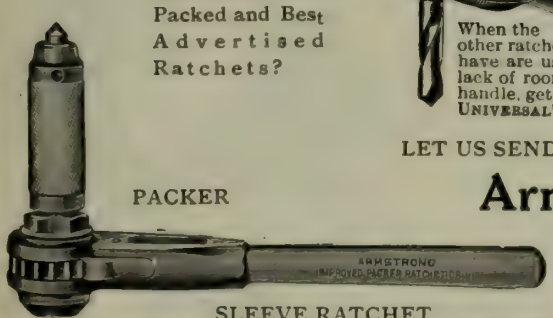


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



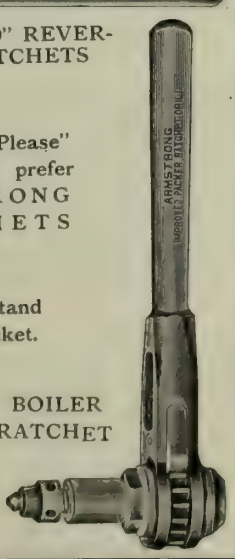
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

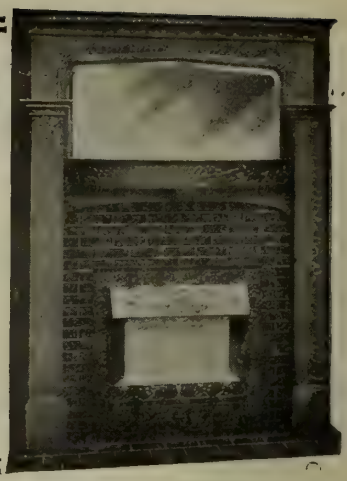
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F, Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. **Anyone** can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

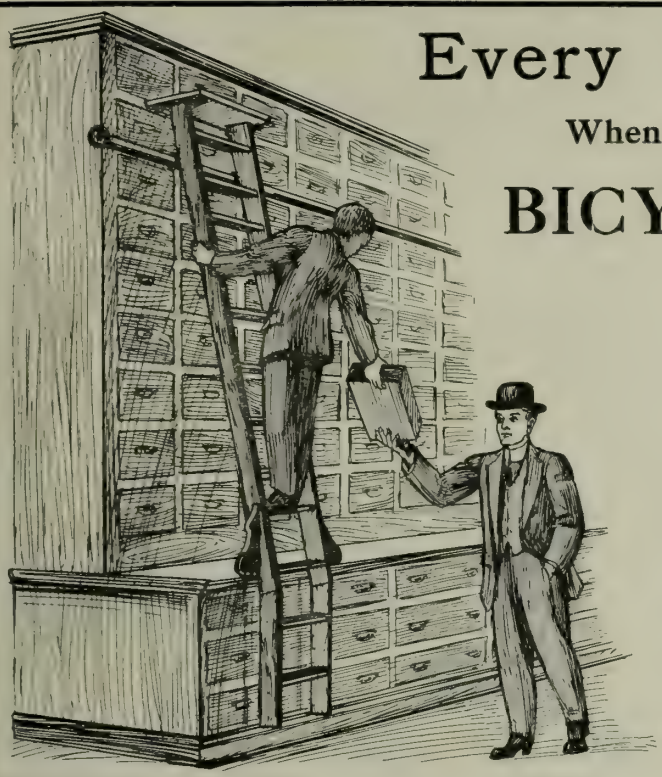
BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.



David Maxwell & Sons, St. Mary's, Ont.



Every Shelf is Accessible

When your store is equipped with the modern

BICYCLE STEP-LADDER

These ladders show exceptional elegance of finish and design; are so well constructed and so evenly balanced that a slight push is sufficient to move them even when the operator is on them.

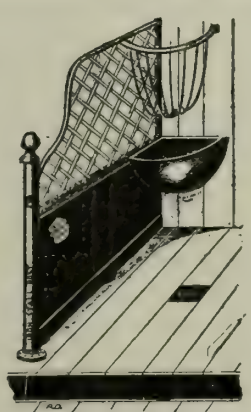
OUR LADDERS HAVE EVERY DESIRABLE FEATURE.

Hamilton Brass Mfg. Co.
LIMITED
Hamilton - - - Ontario

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper.

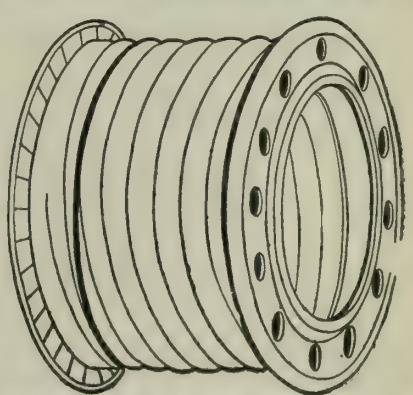
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

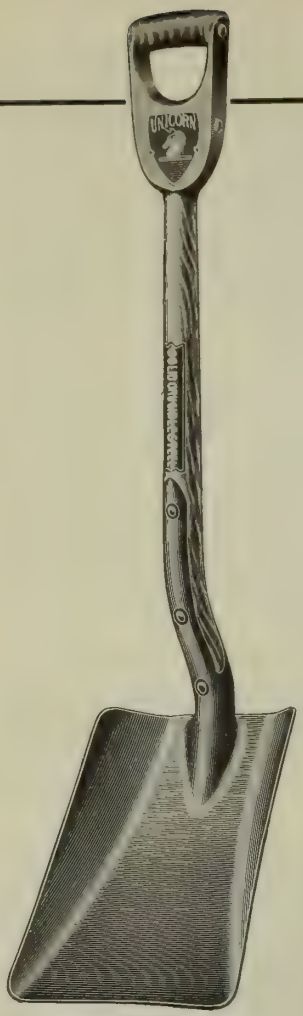
O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

TWO CENTS PER WORD

You can talk across the continent for two cents **per word** with **a Want Ad.** in this paper.



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

MALTHITE

Asphalt Roofing

Costs Far Less And Does Better Service

than any other roofing of its class

"Malthite" is made from carefully selected materials, and is absolutely impervious to moisture. Does not crack easily and will stand much hard usage when properly laid.

Its quality and price are two unanswerable selling points. Stock it now when repairing is in progress.

The Dominion Roofing Co. of Canada

LIMITED

31-33 Front St. East, - - Toronto



You will not know how fast Vol-Peek sells until you have some in stock to show your customers.

Vol-Peek is a fast selling Granite Cement. It mends holes in pots and pans of every description---Agate, Iron, Tinware, Graniteware, Copper, Brass, Aluminum.

Vol-peek is put up in catchy two-color display stands, showing attractive advertising matter that has Sales-compelling influence. Simply call your customers' attention to it ---one sale a day---that's a stand a month.

One of these stands contain thirty 15c.-packages. It costs, delivered to you, with a supply of advertising matter, $2.00 per stand, with your invoice dated 30 days. You practically do business on our money---and keep the profit.

If you have not received a copy of "**Good Pickings,**" with a sample of Vol-Peek, send your name for one.

H. Nagle & Co.

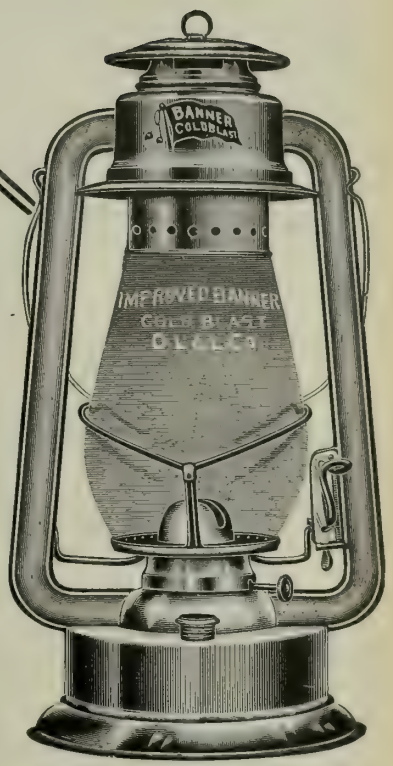
Montreal - Quebec

BANNER TRADE MARK.

"BANNER" Cold Blast LANTERN

Patent Well, Cannot Leak!
Patent Lift Lock, Never Jams!
Burns 15 hours longer than any other!

And costs no more than
Inferior Lanterns!!



FOR SALE BY ALL JOBBERS.

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

Electric-Welded Logging Chain

is sold under an absolute quality guarantee



is known everywhere by the Swell-weld

A chain is no stronger than its weakest link, but in our swell-weld product the weld is the strongest part of the link, and the chain has the tensile strength of the material from which it is made.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step LaddersCurtain Stretchers
Folding Ironing BoardsFolding Clothes Bars.
Write for Circular and Price List

Otterville Manuf'g C'y, Limited, Otterville, Ont.

THIS IS YOUR BUSINESS
the supplying of belting to all local mills, factories, threshing outfits, etc. An assortment of Goodhue's

LEATHER BELTING

displayed prominently in your store and judiciously advertised in other ways, such as in local papers or by circular letters, will bring you a lot of good belting business.

WRITE US FOR PRICE LIST

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

BISSETT & LOUCKS, P.O. BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Household Necessity!

The best line of Metal Polishes for you to sell—the line of satisfaction and profit—is

Royal Polishes



They are ready sellers, because they are sold at the right price.

We can ship promptly.

Order to-day.

Royal Polishes Company
Montreal

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

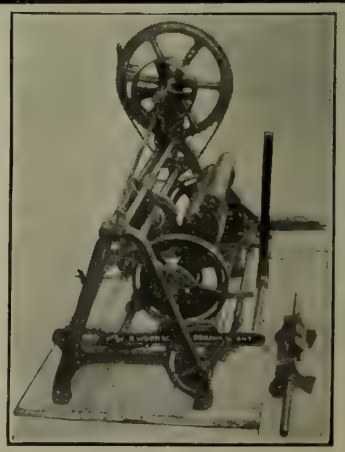
Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.
Sole agent for Canada
Be sure and stock Polivit

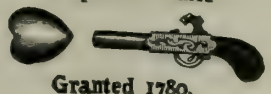
THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by
R. Woon & Co., Oshawa, Ont.



Corporate Mark

STAMPED ON THE  GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

PRESSED STEEL HINGES OF ALL DESCRIPTIONS.

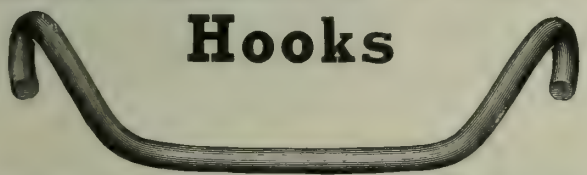
TEES, BUTTS, X GARNETTS &c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE

LONDON PRESSED HINGE CO. MILLWALL DOCKS, LONDON, ENGLAND.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited

WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W and Atlantic Ave.; Montreal, 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

ANYONE CAN USE

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED

THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS

SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Glues, Gelatines, Size, Etc.

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for **QUALITY** and **VALUE** cannot be excelled.

Supplied through Merchants, Jobbers, etc., only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

POTATO BUGS

Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market. Potato Bug season will be on shortly. Every Farmer and every man with a garden is interested.

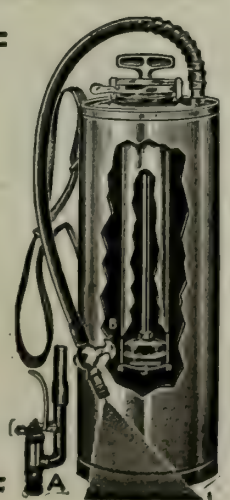
You should have Sprayers in Stock

Write us for Special Terms

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT



WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webuah & Hilger, Limited, special New York Representatives. 108-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow

FILTERS.



FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



LAWN ROLLERS.

Lawn Rollers

Write the Manufacturers
JAMES & REID
PERTH :: ONT.
We have latest patterns.



PIG IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

TIMBER JACKS.

Trewhella Bros.' Australian Timber Jacks
For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.

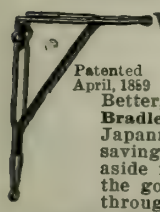
Trewhella Bros.
Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham, Victoria Australia

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Patented April, 1859

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

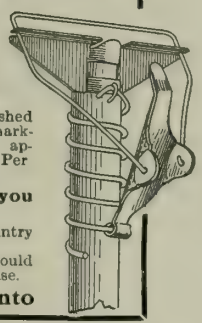
for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

Has Cut Out all the 'Kicks'

OUR

No. 8
Improved
MOP STICK



positively will not scratch polished floors, and combines in a remarkable degree durability, good appearance and effectiveness. Perfect in every detail.

Retailing at 15c. leaves you 50% profit.

Many will sell in the country towns at 25c.

We guarantee nothing — could not unless we controlled the use.

Tarbox Bros., Toronto

When writing advertisers kindly mention having seen the advertisement in this paper.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



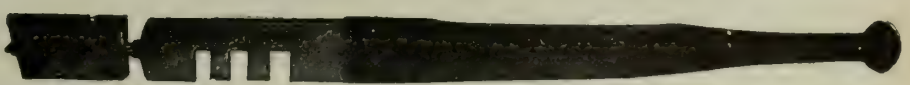
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

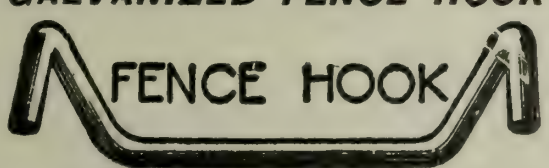
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SCALES OF ALL KINDS

MANUFACTURED BY

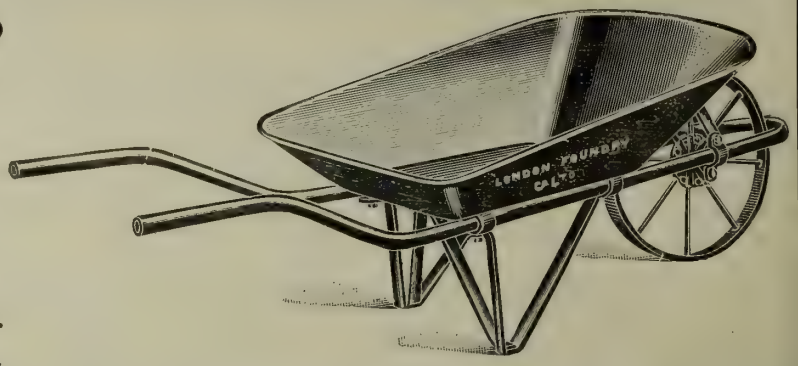
SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Easy to grind as a watch to wind

PEERLESS FREEZER



Peerless Freezer
Sold Everywhere
Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringer takes a woman off her knees



Dana Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on thousands of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make thousands of calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

"PERFECT" VACUUM CLEANERS

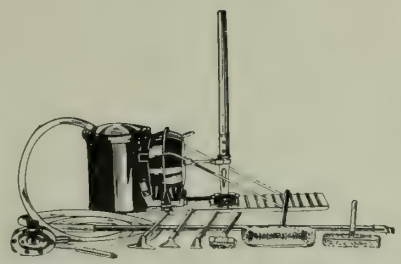
Hand Power

This Cleaner, compact, easily operated, is sold at a price easily within the reach of every householder.

Complete with rubber hose and a full assortment of nozzle heads and brushes, the dealer sells them to the user at

$16.00 each, net

The vacuum method of cleaning apartments is now universally established, and the storekeeper who introduces the "Perfect" will soon reap the benefits of his progressiveness.



"Perfect" Cleaners are sold to the trade at prices which leave a very large margin for profit.

Electric Power

Where electric power is available, this cleaner may be attached to an ordinary bulb socket, and operated by one person. The power expense is a very small item.

This is the most satisfactory and best value Electric Cleaner on the Canadian market, and retails to the consumer at

$70.00 each, net

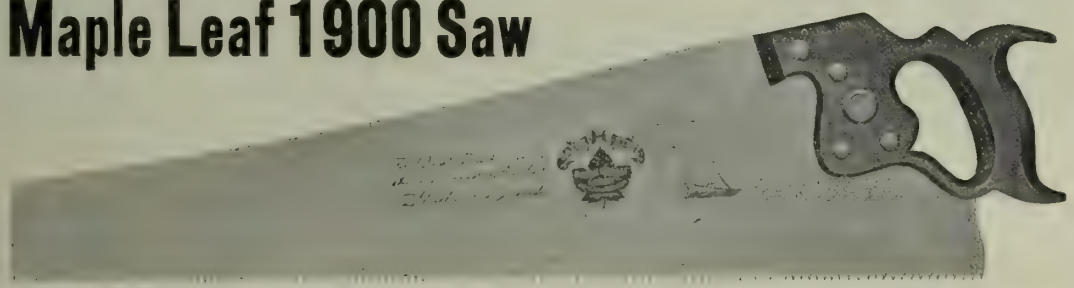
"Perfect" Vacuum Cleaners are also well adapted for the grooming of horses and other animals, and a specially constructed Suction Curry Comb is supplied for this purpose.

Manufactured by

E. T. WRIGHT & CO., - - - - **HAMILTON, CANADA**
(H. G. WRIGHT)

Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

We will be glad to supply you with full particulars.

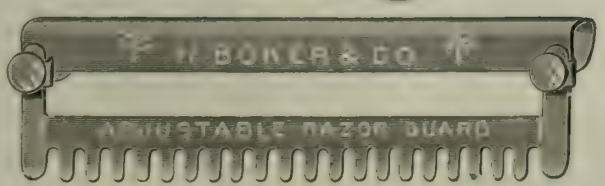
SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO ***VANCOUVER, B.C.***

This Combination Makes the Safest Shaving Outfit Obtainable—Boker's "Radium" Finest Concaved Razor With Adjustable Guard



With one of these guards and a Boker Razor you have a shaving outfit that will last a lifetime. Impossible to cut yourself with this guard.



Fits every Boker Razor, made of German Silver Nickel Plated. Neatest and most substantial Razor Guard on the market.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

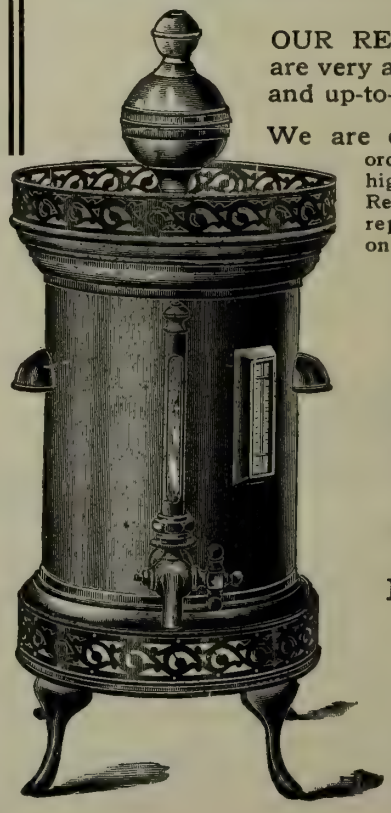
In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

A RESTAURANT NEEDS

An Attractive Urn



OUR RESTAURANT URNS are very attractive, convenient and up-to-date.

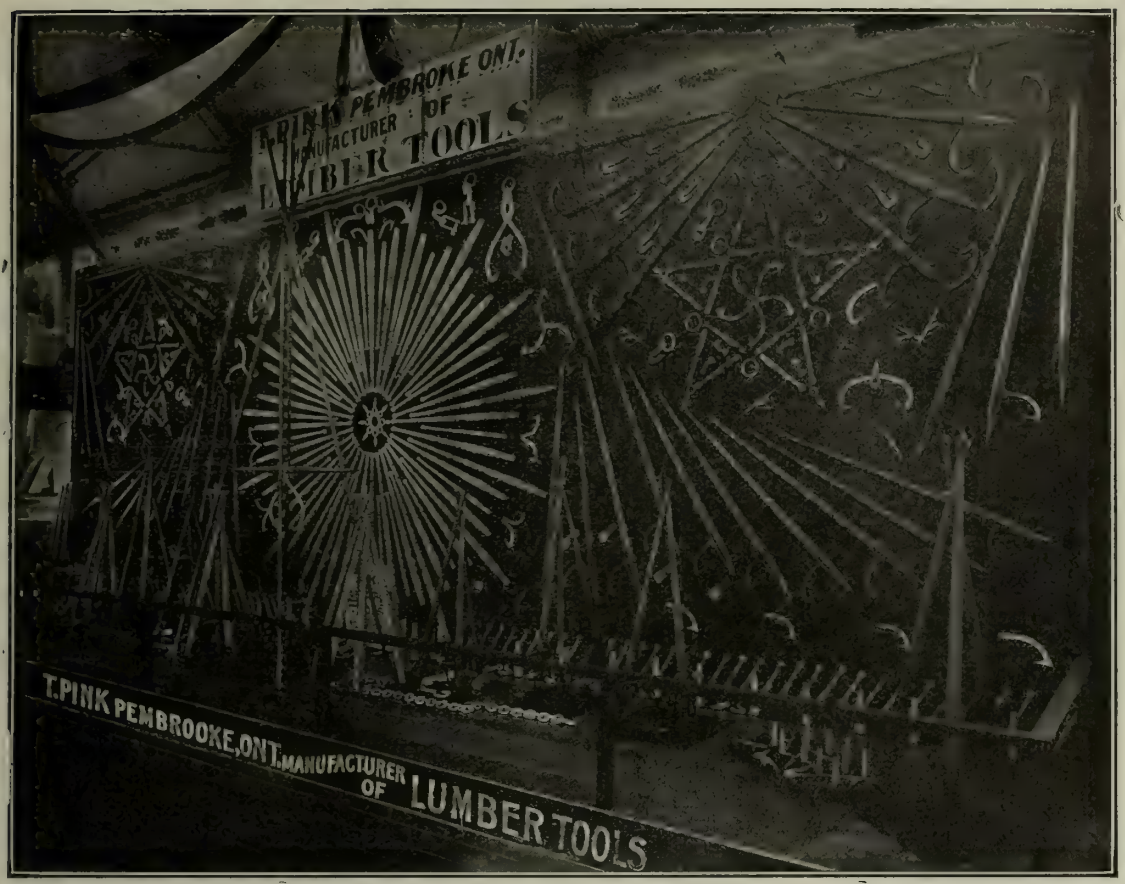
We are constantly receiving orders direct from many high class Hotels, Cafes and Restaurants. Scores of the repeat orders which we have on hand prove the reliability and efficiency of our **High Grade Urns.**

Be wide awake and keep them in stock. They are not expensive—you will have a reasonable profit and a quick seller. Satisfied customers will increase your business.

Write at once for full information.

THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"



TRADE
W B
MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE
W&B
MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.

The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

"The Conveniences"

FOR HOUSEKEEPING make very easily sold stock for the hardwareman. Our products are of the practical sort that sell because they are labor savers and not mere frills for show.

ONE OF THE BEST SELLERS IS



Mrs. Vrooman's SINK STRAINER

of which the usefulness and salable nature will strike you at once.

IT IS LARGER THAN OTHERS SOLD AT THE SAME PRICE.

Send for Catalogue, covering this and other Excellent Specialties.

Andrews Wire Works of Canada, Ltd.

WATFORD, ONT. ROCKFORD, ILL.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., LIMITED

GALT, CANADA

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will Extinguish Any Kind of Fire!

Special Prices on Application

Agents Wanted

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Seeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE

From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

STANLEY TOOLS

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set, are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century

Send for Catalogue.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



HAVE YOU ANY

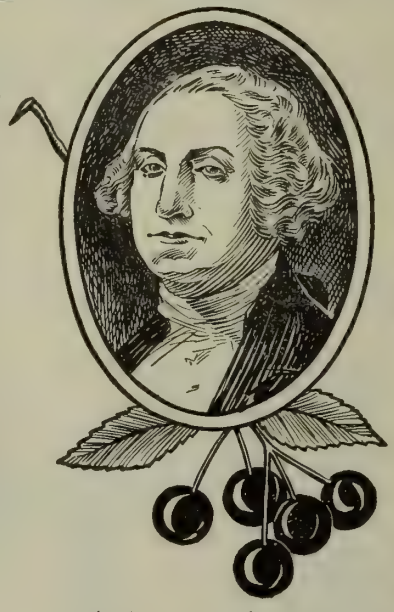
MARK III ROSS RIFLES IN STOCK?

This is our target rifle, known also as Mark II**, and it is without any doubt the best target rifle made. If any of your customers want to win prizes, they cannot afford to be without one.

One or two in your window will help draw people to your store.

WRITE FOR DISCOUNTS

ROSS RIFLE CO., - QUEBEC, P.Q.



"ENTERPRISE"

GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

The Enterprise Mfg. Co. of Pa.

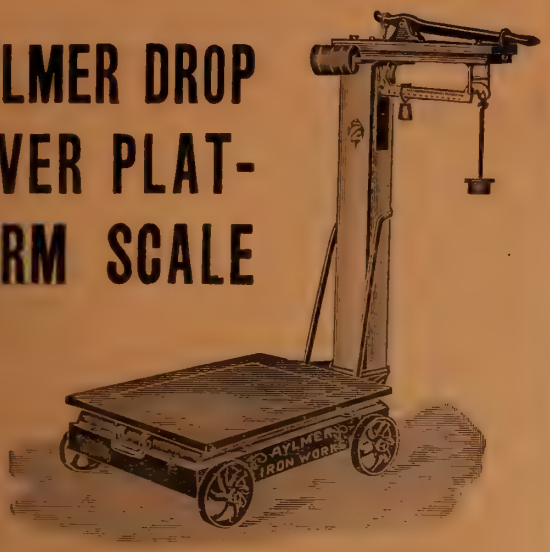
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Philadelphia, Pa., U. S. A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco

AYLMER DROP LEVER PLAT-FORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

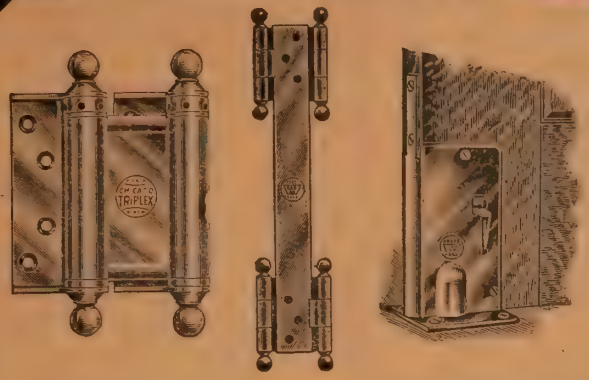
The Aylmer Pump & Scale Co., Limited

AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES

ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

Send for Catalogue M 26





"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO CANADA

"New Designs"

See Our 1911 Supplement

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS

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THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Soya Bean Oil

Crude and Refined

In Barrels

"IN STOCK AT MONTREAL"

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

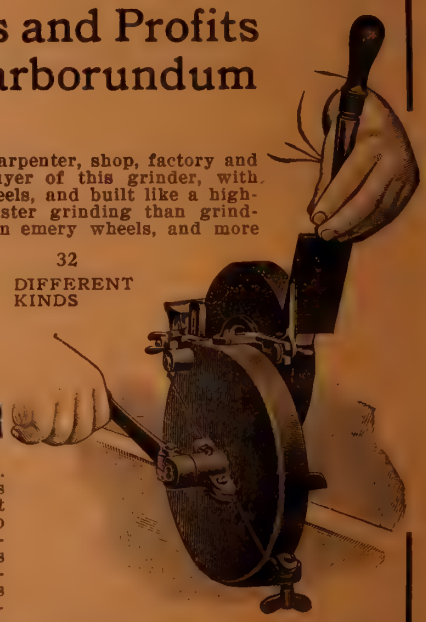
MONTREAL

Quick Sales and Profits with this Carborundum Grinder.

Every farmer, mechanic, carpenter, shop, factory and contractor is a likely buyer of this grinder, with genuine Carborundum wheels, and built like a high-grade lathe. 25 times faster grinding than grindstones, 6 times faster than emery wheels, and more durable than either.

32 DIFFERENT KINDS

LUTHER DIAMOND TOOL GRINDER



No need of water-cooling. The Carborundum wheels peel off hardest steel at lightest touch with no danger of drawing temper. Special attachments allow anyone to do difficult grinding, such as gumming saws, sharpening twist drills, etc., without experience. Hand and foot power—best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine-cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

We make 32 different styles of grinders, with attachments for sharpening polishing and grinding every known tool or implement.

Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO.

96 Madison Street. Milwaukee, Wis.

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Published Weekly by

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E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & Co. ENGLAND SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

IT COSTS NO MORE TO STOCK

"Queen's Head"



CANADA

than to stock substitutes and "QUEEN'S HEAD" sells itself.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

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WESTERN TOOL GRINDER

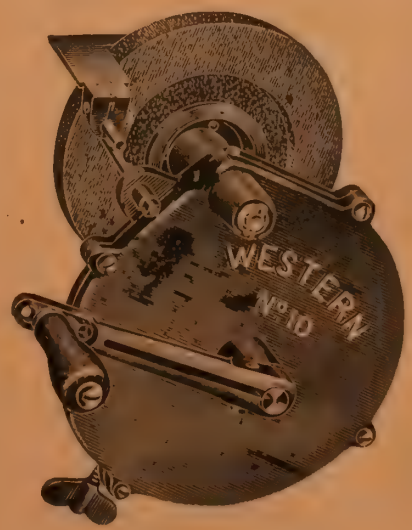
For Durability, Efficiency and Economy no machine will give better satisfaction than the

WESTERN TOOL GRINDER

This machine is noiseless, dirtless, chainless, lightest run, longest lived grinding machine on the market. The friction is reduced to a minimum. It has cut gears encased. The wheel is a corundum grinder, 7x1. Every part of the machine is made of the finest iron and is very easy to handle.

Our Grinders are packed one in a box and only weigh 20 lbs.

There's money in it for you—Write to us.



The Taylor-Forbes Co., Limited, Guelph Ont.

REPRESENTED BY

H. G. Rogers—53½ Dock Street, St. John, N.B W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 60-62. Want ads page 64.



Show Your Customers the Advantage of Using the GILLETTE With the Correct Angle Stroke

When you sell a man a GILLETTE you can be quite sure he'll get a good shave, no matter how he uses it. The GILLETTE is so simple, so handy and so keen that he cannot fail.

But at the same time there is a *best way* of using the GILLETTE, and that is with the *Angle Stroke,* illustrated above. Drawn across the face in this way, at an angle to the cutting edge, the blade slips sideways across each hair while it cuts, just as a scythe or a bread-knife is drawn across the material it is cutting. Everybody knows the advantage of the angle stroke with other edge tools, but not every one thinks of applying it to a razor. The words of caution are, "Don't scrape!"

With the GILLETTE the angle stroke comes natural, and the result is the cool, clean, quick, comfortable GILLETTE shave, known and appreciated the world over.

If you want every man who buys a GILLETTE from you to enthusiastically help you sell others, be sure you explain to him the ANGLE STROKE.

Our Picture Post Cards, illustrating and explaining this Angle Stroke, are now ready. Mail them to your trade and make them work for you.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, Eng., and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

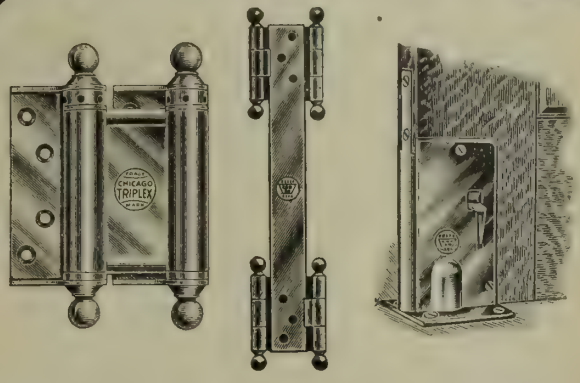
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITD ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO TRADE C S B CO MARK NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

Dealers and House holders have learned

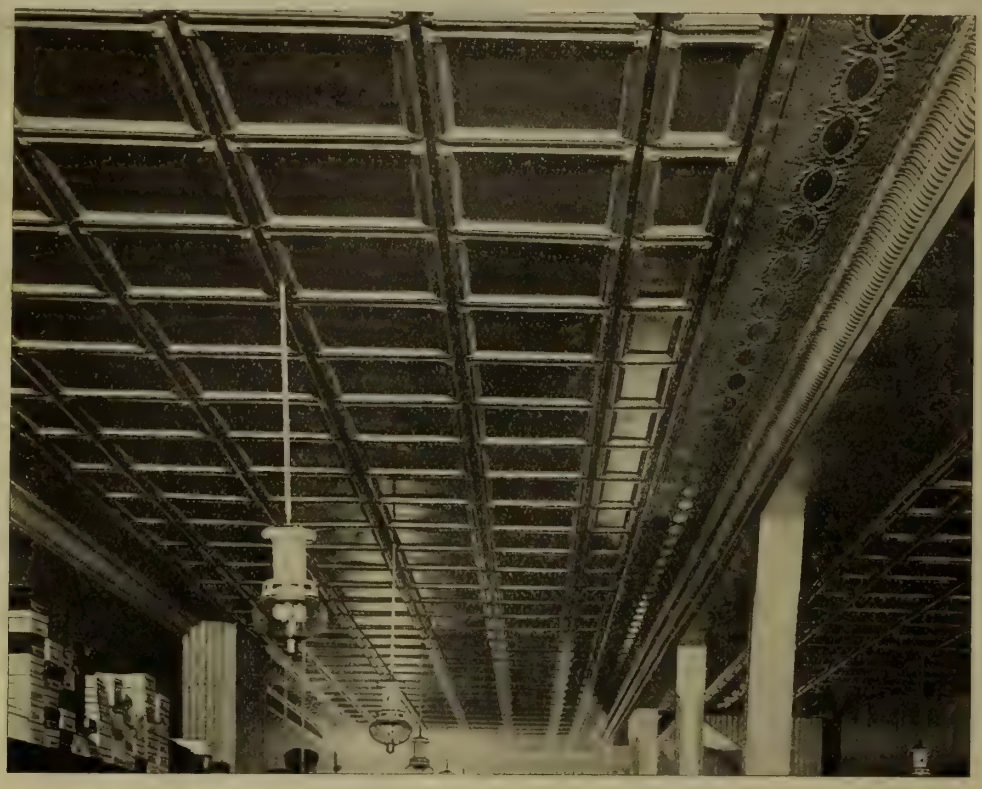
that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



Department Store: R. A. Briscoe, Galt.

When you think of Metal Ceiling, think of "Galt."

Design 6120.

Catalogue A-3.

After we had part of this ceiling erected, it looked so good to the proprietor, that he had us remove a competitor's ceiling and erect this in its place.

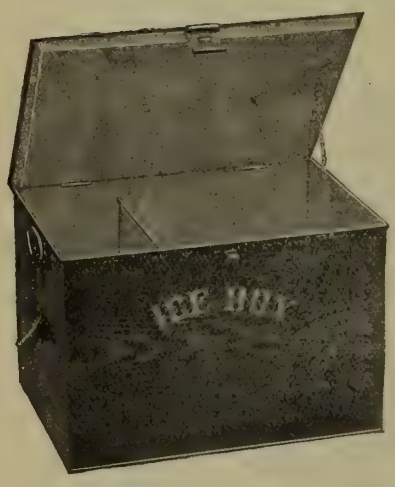
Our Catalogue A-3 shows many more like it.

Send for A-3, Trade List A-15.

The Galt Art Metal Co., Ltd., Galt, Ont.

The S.M.P. Ice Boxes and Water Coolers

Just the article needed for Summer Residences or Camps



Ice Boxes

Galvanized

	SMALL	LARGE
Dimensions	20¾"x14¾"x14¾"	28"x16½"x16½"
Each	$4.55	$5.55

Water Coolers

Japanned

Gallons	2	3	4	6	10
Each	$3.40	$4.10	$4.50	$5.65	$8.10



Write for Discount.

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

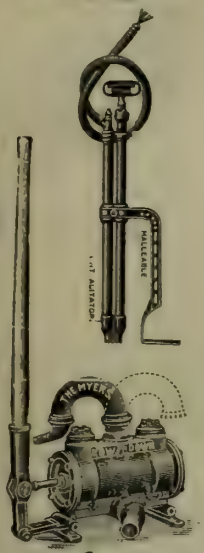


Take Off Your Hat To

THE MYERS

PUMPS--ALL KINDS





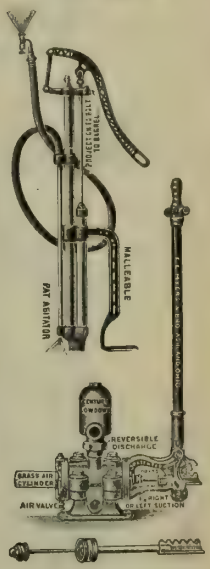


Fig. 982

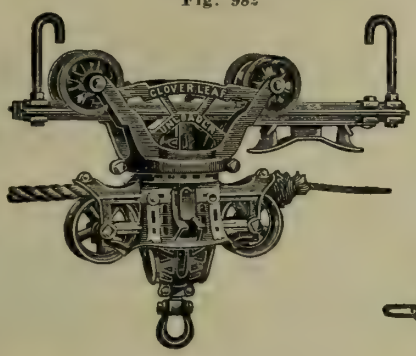


Fig. 671

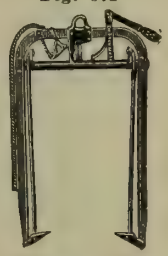


Fig. 796



Fig. 692



Fig. 620



Hay Unloading Tools

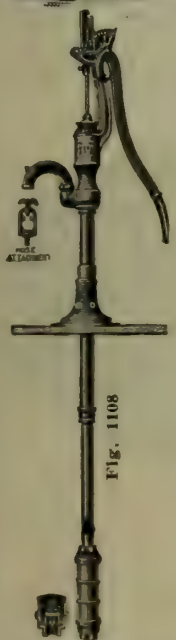


Fig. 1108

Fig. 998



Fig. 997



Fig. 999



Fig. 855



Fig. 1000

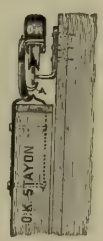


Fig. 1001



Fig. 1004





Fig. 722





Barn Door Hangers

The ***MYERS*** Productions are known and appreciated in every civilized land. Their celebrity is founded upon long experience, expert mechanical knowledge, inventive genius, progressive manufacturing facilities and methods and unceasing care on the part of the makers in turning out and marketing goods which, in quality, finish, elegance and perfect adaptability to their various uses, have never been equalled. : : : : : :

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC

Catalogue sent upon application



Fig. 1345

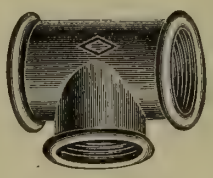
LEWIS BROS., LIMITED

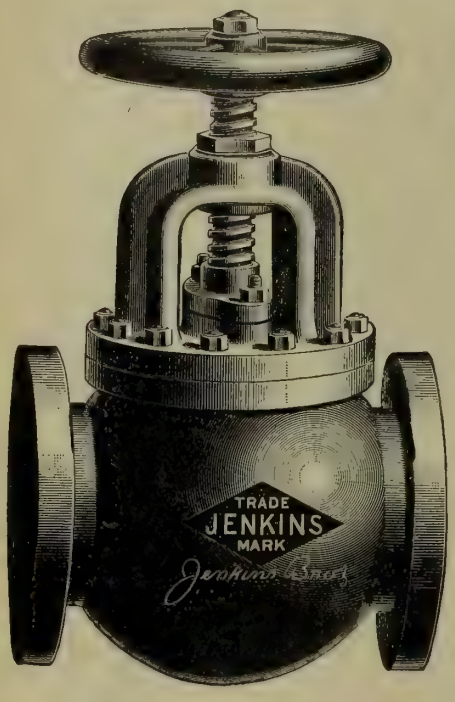
MONTREAL OTTAWA TORONTO

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MERCHANTS—Does This Line Appeal To You?

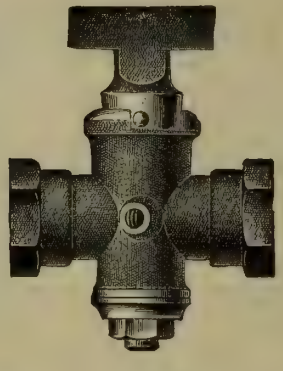




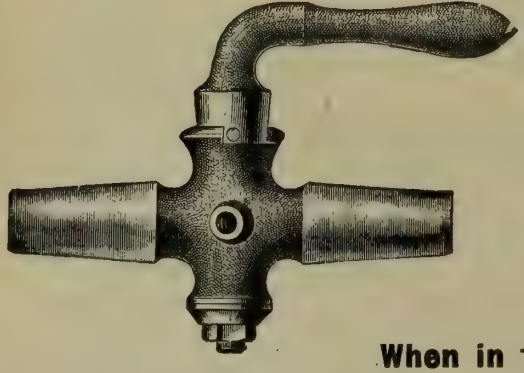


It must—especially at this period of the year—when Plumbers, Steamfitters, Builders, and, in fact, everybody are MAKING THEIR REPAIRS.

YOU will always find our Stock complete.







Let us handle your Fitting Orders this Spring—we know you will be satisfied both in goods and prices.

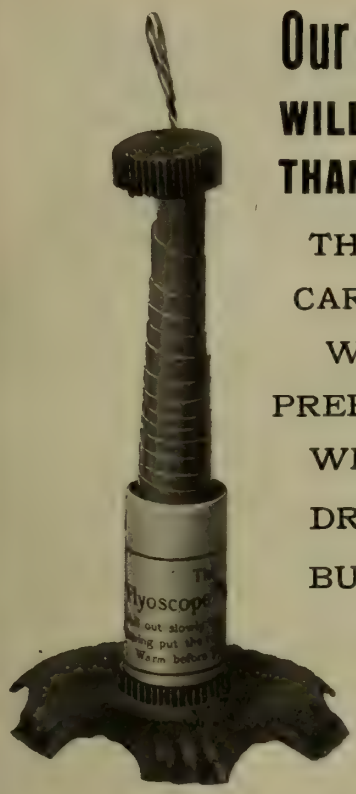
When in the market for this Line Write Us.

We Ship Promptly — We Ship Promptly

FROTHINGHAM & WORKMAN, Limited

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



Our Flyoscope Catchers

WILL CATCH MORE FLIES THAN ANY OTHER MEANS

THE RIBBONS ARE CAREFULLY COATED WITH SPECIALLY PREPARED SUBSTANCE WHICH NOT ONLY DRAWS THE FLIES BUT HOLDS THEM SECURELY.

MORE CLEANLY THAN

"OLD STYLE" FLY PAPER

MOST MODERN DEVICE YET DISCOVERED TO CLEAR THE FLY PEST OUT OF OUR COUNTRY

PRICE WITHIN THE REACH OF ALL

HEALTH OFFICERS PREPARING FOR WAR ON HOUSEFLY

Dr. Louis Laberge Prepares Report of Deadly Fly on Which Deaths Are Blamed.

TELLS CITIZENS COURSE TO FOLLOW

HEADINGS LIKE THIS ARE APPEARING IN DAILY PAPERS ALL OVER THE COUNTRY.

HOUSEKEEPERS ARE LOOKING FOR THE BEST FLY CATCHERS DEMAND WILL BE GREATER THAN EVER IT WAS

PACKED 100 IN A BOX

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

Montreal and Winnipeg

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WIRE NAILS

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A trial order solicited.

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Prompt shipment made.

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Special gauges made on short notice.

HEAD OFFICE: **HAMILTON, CANADA**

"SAMSON"
SPORTING GOODS



The kind that have a reputation and are safe for you to buy. We give satisfaction in "SAMSON" Goods because we get it. If you want absolute reliability, especially in base-ball outfits, look for the "SAMSON" label.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

C S G Co.

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

SEASONABLE LINES



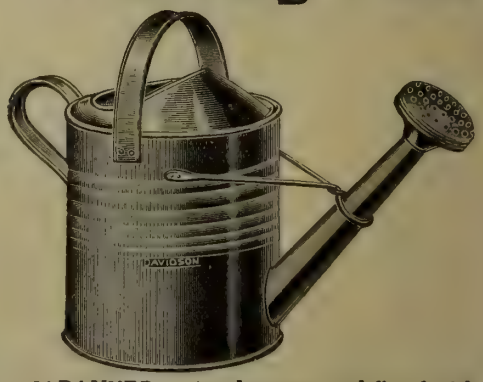
Water Coolers

Nicely Japanned in fancy colors and attractively ornamented, nickel-plated faucet. Six sizes—2, 3, 4, 6, 10 and 15 gallons.

Can also be supplied with excellent Carbon Filters in four sizes only, 3, 4, 6 and 10 gallons.

Each Cooler being carefully packed in a case alone, ensures delivery in perfect condition.

Watering Pots



JAPANNED in bright green and fitted with patent cleanable rose. 7 sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

GALVANIZED. Strong and made to last. 3 sizes: 10, 16, 20 quarts.

Write for Prices

THE THOS. DAVIDSON MANUFACTURING CO., Ltd.

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA.

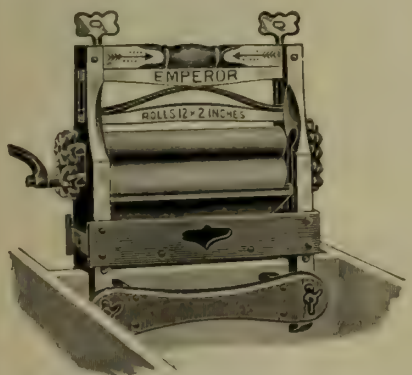
Canadian Works—Fraser Avenue, Toronto, Ont.

ARROW BRAND **CLOTHES WRINGERS of this style are especially Designed for Modern Houses which are all fitted with Stationary Tubs.**

They have 12x2 in. Rolls and Reversible Water Boards

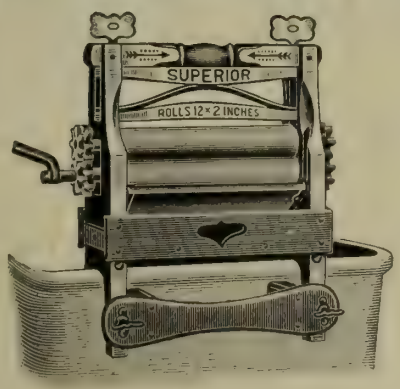
EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick



Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.



SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs. Clamps are Rubber Lined to prevent injury.

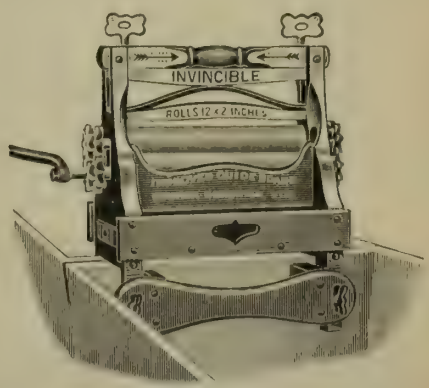
Stock them The demand is growing

Made only by

Cummer-Dowswell Limited, Hamilton, Ont.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.





Stanley Tools

During the past year we have made a number of valuable improvements in our line of STANLEY Plumbs and Levels.

All "STANLEY" Levels can now be readily identified by an ingenious device of blackening both plumb and level side views, thus concentrating the light directly on the bubble, which, with the patented feature of having two indelible lines at the crowning or central point of the glass, enables the user to very clearly and quickly locate the position of the bubble.

STANLEY brass-bound levels have a heavy square binding, dove-tailed into the wood, running the full length of the stock, and extending through the solid brass tips at both ends.

We also call attention to the extra finish now given all numbers.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

All Ready, Wrapped and Weighed

Selling glue is the easiest, cleanest and simplest of transactions when you sell it the modern way. That is, when you sell

BRANTFORD
ALL AROUND GLUE

It's all ready to hand to the customer. No mess or time lost weighing and wrapping. The packages aid your salesmanship, help to build up your glue sales. They are so adaptable to effective counter, shelf and window display.

ASK YOUR JOBBER FOR BRANTFORD ALL AROUND GLUE IN 1-lb., ½-lb. AND ¼-lb. PACKAGES. IF HE CANNOT SUPPLY YOU, WRITE US DIRECT.



Canada Glue Co., Limited
BRANTFORD CANADA

Flatter and praise, commend, extol their graces,
Though ne'er so black, say they have angel's faces.
That man that hath a tongue, I say, is no man
If with a tongue he cannot win a woman.
—Two Gentlemen of Verona



Possibly Women May be won with a tongue experienced in the art of flattery. But women and love have nothing to do with the matter in hand. It requires something more than flattery to win the position attained by

HARRIS HEAVY PRESSURE

Its reputation is built on a firm foundation, for in the manufacture of this metal the raw material is carefully selected and NOTHING BUT THE BEST IS GOOD ENOUGH, that is why we can guarantee every pound.

ENGINEERS SPECIFY
HARDWAREMEN SELL **Harris Heavy Pressure**

We Manufacture Babbitt Metal for all Requirements.

WRITE FOR PRICES

THE CANADA METAL CO., Limited, TORONTO

Made-up Cans and Trimmings

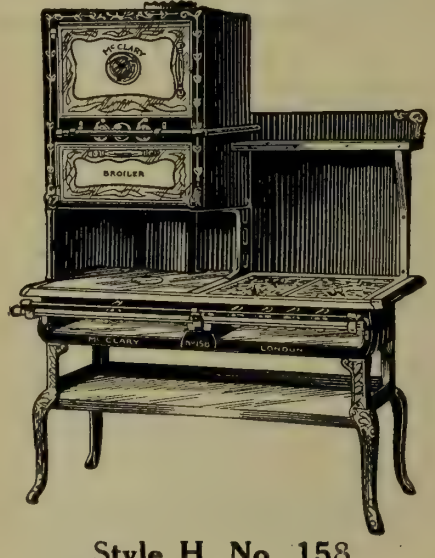
Milk Cans, Railroad and Delivery Cans



Cream Cans, "Samson" Hand Delivery Cans

We can also supply any trimmings required for these cans. We also carry a heavy stock of tinned sheets, all sizes and gauges.

"McCLARY" GAS RANGE



Style H, No. 158

We herewith show cut of 1911 Series style H, No. 158 Gas Range. The style H McClary Gas Range is considered the acme of perfection. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This Range is fitted with High Shelf, Right and Left Hand Oven, large 18-inch polished Cast Iron Griddle Plate, etc.

Send for booklet on the 1911 Series McClary Gas Range

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

XCELLS NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for.
Registered.



Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY.
Write for Prices and Catalogue.

MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.

TRADE MARK DELTA Reg. U.S. Pat Off.

DELTA FILE WORKS

WARRANTED REFINED CAST STEEL
PHILADELPHIA, PA., U. S. A.

1 Dozen NEW CUT SAW FILES 5½ Inch

FILES OF QUALITY

"SUPERIOR IN QUALITY AND CONSTRUCTION"

DELTA FILES are as perfect as will and skill can make them. Our trained workmen are developing new ideas constantly and giving them thorough tests for efficiency.

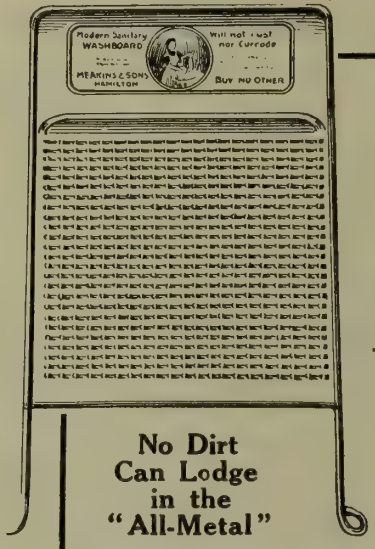
The DELTA New Cut Saw Files have a 10 degree straighter angle than the old styles, which brings more teeth to the inch and strenghthens the edge of the file—the working surface in the gullet of the saw.

DELTA FILE WORKS,
PHILADELPHIA, PA., U. S. A.

CANADIAN SELLING AGENTS—
H. S. HOWLAND, SONS & CO., TORONTO.
STARK-SEYBOLD, MONTREAL.
WM. STAIRS, SON & MORROW, HALIFAX.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



No Dirt Can Lodge in the "All-Metal"

No Wood to Warp—
—No Joints to Come Apart

SANITARY WASHBOARDS

ARE OF SANITARY, ALL-METAL CONSTRUCTION

They sell on sight. Because of their many excellent features, they appeal strongly to every woman who has used the old style.

No nails or worn edged metal facing. It's all in one piece.

Write for particulars and prices.

Meakins & Sons, Hamilton, Ont.



Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing.

Profitable business results from selling goods that give your customers such unbounded satisfaction that they come back for more. This is what happens when you sell

Genasco

the Trinidad-Lake-Asphalt Roofing

Genasco satisfies customers because it lasts; and it lasts because it is made of *natural* asphalt which gives it the life to resist rain, snow, sun, wind, heat, cold, and fire.

Customers know the high quality of Genasco—our persistent all-year-'round advertising tells them all about it, and their own experience proves our statements.

They need to know where they can get it. And that is *your* privilege to tell them.

If you haven't a good stock of Genasco, now is the time to order from your jobber.

The ***Kant-leak Kleet*** is the quality fastening for the quality roofing. Makes seams water-tight without cement, and prevents nail-leaks. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.

The COCHRAN PIPE WRENCH

Guaranteed to give 50% more service than any other pipe wrench on the market.

Your Attention Called to Some of its Features

- The frame and handle are one solid piece.
- Rocker replaces frame pin and is indestructible.
- Will positively not crush nor lock on pipe.
- No lost motion.
- Perfect grip and release.
- Cannot be injured by side pull, owing to its solid frame construction.
- Jaws drop forged from highest grade of tool steel adapted to the use of wrenches.



Positive Grip and Quick Release, Thoroughly Tested and Guaranteed.

Here is one of the secrets of success that users can see without telling them---the rocker bearing that takes the strain is thrust upon the helpless frame pin. Any wonder it **wins out?** You can give a side twist or a sudden jerk and you make no impression on this rocker feature. The selling points of the **COCHRAN PIPE WRENCH** are especially strong, and a good market means good material. Look at the end of the hook jaw --- see how strongly it is reinforced. It has a **powerful grip** with a **quick get-away.**

Send us a trial order, our guarantee protects you. Get them before your competitors and establish better trade.

Cochran Pipe Wrench Mfg. Co.

Canadian Branches,

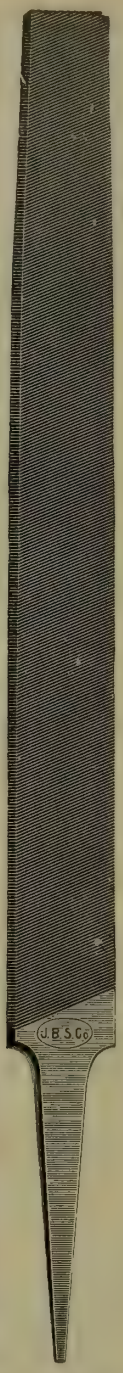
70 George St., Ottawa 156 Lombard St., Winnipeg

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-made Files. These are the favorite made-in-Canada Nicholson Brands:—



"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McLellan"
Kearney & Foot
"J. B. Smith"



Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE, - - ONT.

GREENING

For Elevator, Haulage or other Strenuous Use, there is nothing better than

GREENING

Wire Rope

All wire used in Greening Rope is subjected to a complete set of the severest tests before being made into rope, and you have your unmistakable guarantee back of every piece of rope you sell.

We are makers of special Hay Fork Ropes, Saw Carriage Ropes, Smoke Stack Stays, Flag Halyards and rope for other purposes.

Along with the wire rope you can do good business selling Greening's Rope Grease and Rope Fittings.

Study the Greening Catalogue, it is full of points of interest for the Hardwareman.

The B. Greening Wire Company, Ltd.

HAMILTON ONT. MONTREAL QUE.

GREENING





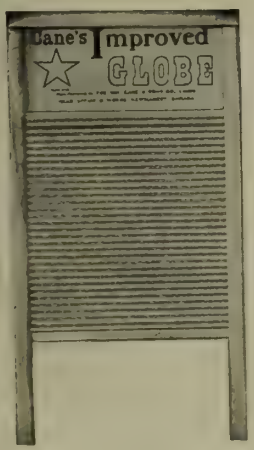
HERE IS A LIVE PROPOSITION!

Experience has taught us to create sales for the dealer. We are doing this through an extensive campaign of advertising in all the leading publications, reaching Builders, Contractors, Architects, Engineers, Electricians, and Mechanics—just the class of people you want to sell.

Nothing on the market to-day can take the place of the Sebco Products, either in efficiency or sale. To demonstrate to you how co-operation will help you to supply the demand for Sebco Products in your territory, we have a Special Dealers' Proposition, which we ask you to send for. You don't obligate yourself in any way, there are no strings to it—simply a straight proposition that has made good and is making money for others.

Ask for Catalog and Special Offer No. 36.

147 CEDAR STREET **STAR EXPANSION BOLT CO.,** NEW YORK CITY



Cane's Washboards

For Durability and Beauty

Mr. Dealer, here is a real washboard. Anywhere at the same price there are no washboards so attractive and that give service like Cane's. Our washboards are noted for their smoothness of finish and design. You save many times the cost of an inferior board by buying this high grade "Cane."

We have washboards to meet every demand and the best value at all prices.

Cane's woodenware includes everything from a clothes pin to an ironing board, which are very attractive and easily sold. The Improved Globe is a most popular board, well made, solid zinc face, thin back and lock corners and is of the standard size.

Our BOARDS sell well---Write for catalogue

The Wm. Cane & Sons Co., Limited, Newmarket, Ont.

PENINSULAR RANGES



THE MONARCH PENINSULAR

DESCRIPTION

Fire Door, 7½ x 8½. Oven, 20 x 20 x 12¼. Will burn wood 27" long. Duplex grates for coal. Reversible reservoir (can be used on either end.) Reservoir holds 10 gallons. Drop door on high closet. Front lift key-plate. Double check damper in high closet. On legs or base.

You Can Sell this High-Grade Steel Range

Write for Catalogue

CLARE BROS. & CO., Ltd., PRESTON, Ont.

BRANCHES:

Clare & Brockest, Limited, Winnipeg, Man.
Reynolds & Jackson, Calgary, Alta.
Race, Hunt & Giddy, Edmonton, Alta.
J. M. Kains & Co., Vancouver, B.C.
The Mechanics' Supply Co., Quebec, Que.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.

WOODSTOCK, ONT

Western Representatives

JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

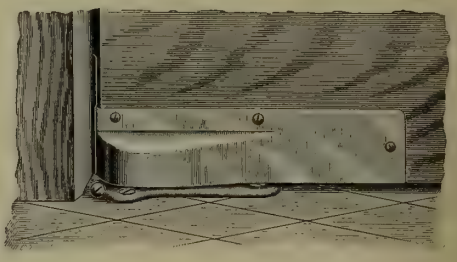
We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

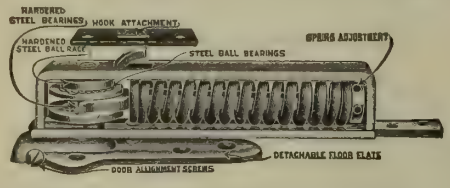
"Standard" Floor Hinges

FOR DOUBLE-ACTING DOORS

Have the call wherever they are known. They swing the door gently, quietly and positively. Have hold-open, spring tension adjustment and door alignment features. They are right up-to-date.

Non-rigid floor plate adjusts itself to any unevenness of the floor.





THE JOBBING TRADE HANDLE THEM.
IF YOURS DON'T WRITE TO

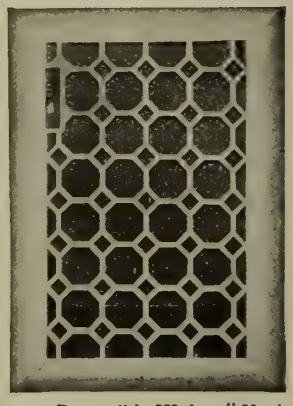
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

REGISTERS

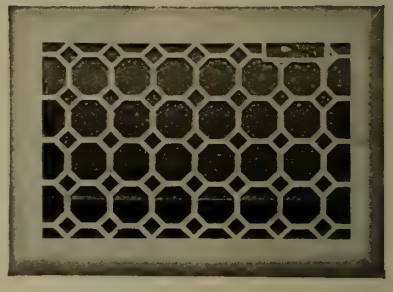
All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.

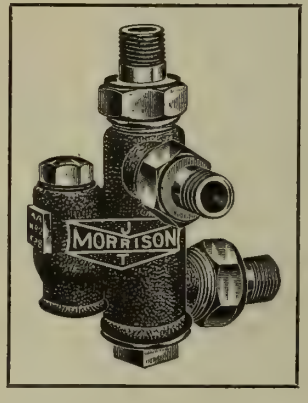


Convex Reversible Wafer, "Upright."



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



Morrison's Improved INJECTORS

HAVE STOOD THE TEST OF SERVICE

They have been used for many years and have proved themselves the most economical Injectors to install and the most reliable in all classes of work.

An Unusual Opportunity

Take advantage of this opportunity to get the HIGHEST GRADE INJECTOR on the market---one that is recognized by engineers as the BEST. It operates at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements. We have established and maintain the highest quality known in J.M.T. Standard Injectors and J.M.T. Improved Injectors. They have strong working points and give perfect satisfaction.

Write for Catalog.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO



Copp's Stoves and Ranges

The improvements to our Silver Queen are just completed, and we will be ready to ship the 18 inch size by April 15th, and the 16 inch a month later.

The new style has lif key plate, enlarged fire box, sliding direct draft damper, new nickel ornamentation, deep ash pan, and our special draft regulator in high closet pipe—all few features.

COPP'S "SILVER QUEEN"

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG, VANCOUVER.

YOU BUY THE PERCIVAL — YOU BUY THE BEST

MAKES THE JOB EASY!

YOU BUY THE PERCIVAL — YOU BUY THE BEST

If the hand that rocks the cradle, and likewise rules the world, knew how much easier the job would be with a range of the

COLONIAL LINE

in the kitchen, they would never buy any other. **Many of them won't.**

These Ranges are beautiful in appearance, an adornment to any home, economical on fuel, easy to regulate, fitted with loose nickel parts—a great saving of labor in cleaning—and are perfect bakers.

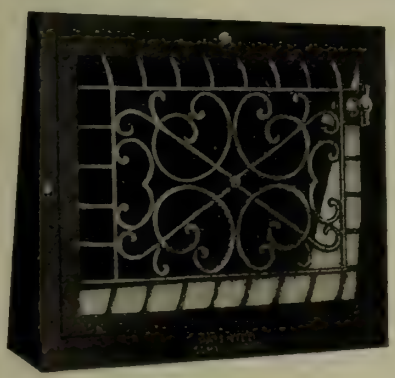
Mr. Dealer, it will be to YOUR interest to have this line on the floor, it has been a leader. "When you buy the Percival you buy the Best."

YOU BUY THE PERCIVAL — YOU BUY THE BEST

The Percival Plow & Stove Co., Ltd.

Merrickville, Ont.

YOU BUY THE PERCIVAL — YOU BUY THE BEST



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

The "Crown" Shingle
Patented 1909.



Fine Driving Snow Cannot Penetrate "Crown" Patent Steel Shingles

TINNERS!

Stop and think what this means to YOU.

This one argument that driving snow cannot penetrate "CROWN" PATENT STEEL SHINGLES is strong enough to win for you the business which now goes to the slater or wood shingle roofers

You with "CROWN" PATENT STEEL SHINGLES could offer house owners such strong advantages as to get this pitched roof business easily in addition to your present plain tin work.

Besides, "CROWN" SHINGLES are more easily and quickly laid at a greater profit.

Send your name and address for the proofs of all this.

Write us before you forget and let us send you Catalogue and Price Lis .

McFARLANE & DOUGLAS, Ltd., Manufacturers - 250-260 Slater St., Ottawa

"JEWEL" FURNACE New Pattern. Two Sizes, Nos. 21 and 23

A Special Low Furnace

Different in shape and proportion from our other Furnaces, being specially constructed to surmount the difficulty of obtaining a sufficient pitch to the Warm Air Pipes in buildings with **LOW CELLARS.**

When flat top is used the No. 21 Furnace, cased, will not exceed 4 feet in height.

Diameter of Fire Pot—No. 21, 19 in.; No. 23, 22 in. Feed Door Opening, 13 x 13 in.



All our Furnaces are constructed on Correct Scientific Principles, and are mounted and fitted with the greatest care, under the direction of skilled and experienced men.

OUR FURNACES GIVE SATISFACTION AND STAND THE TEST.

This cut shows the construction of the Furnace.
The part of Furnace above Fire Pot is tilted on its side in order to show Combustion Chamber and Radiator.

The Fire Chamber is of ample dimensions and the **Feed Door** measures 13 x 13 inches.
The Radiator is made of heavy steel plate and surrounds the Fire Chamber, except at Feed Door.
The Fire Pot is made of heavy Cast Iron in two sections, upper and lower. This construction prevents the cracking of Fire Pot by unequal expansion and contraction of the iron. The Fire Pot of No. 21 is plain. The Fire Pot of No. 23 is flanged and has therefore a much greater radiating surface. The two sections of Fire Pot are attached by deep **Cup Joint** packed with asbestos cement. All other joints in Furnace are similarly constructed and a **Jewel** Furnace properly set is **ABSOLUTELY GAS TIGHT.**
The Water Pan is inserted through the outer casing near the base of the Fire Pot. When the pan is kept full the evaporation of water ensures ample humidity at all times.
Notice the **Dust Flue** in front of the Fire Pot, Connecting Ash Pit with Fire Chamber. Through this flue all dust is carried off when cleaning out ashes or using poker or shaker.
No. 21 Furnace has a heating capacity of 15,000 feet. **No. 23 Furnace** has a heating capacity of 25,000 feet.
This is the latest addition to a very large line of **WARM AIR FURNACES. Manufactured by**

THE BURROW, STEWART & MILNE CO., LIMITED

Established 1864

Head Office and Factory at HAMILTON, ONT. Branches at Toronto, Montreal and Winnipeg

Western customers will please address The Burrow, Stewart & Milne Co., 130 James Ave., Winnipeg.

WE MAKE EVERYTHING IN THE WAY OF

CORRUGATED IRON

AND SUNDRIES PERTAINING THERETO

Nothing but " QUALITY " Stuff either--No Cheap Trash



" To Sell Goods that will bring Repeat Orders " is the policy that built up our business. And it's the policy that will build up your business too.

Our Corrugated Sheets are full weight, well galvanized and absolutely uniform. They will line up dead true on any length of roof, and will last with the building itself.

That's the kind of Corrugated Iron WE SELL, and it's the kind YOU OUGHT TO SELL.

Get in touch with us to-day

METALLIC SHINGLES METALLIC CEILINGS CORNICES FIREPROOF WINDOWS
METALLIC SIDINGS METALLIC LATH SKYLIGHTS VENTILATORS

THE METALLIC ROOFING CO. OF CANADA, LIMITED

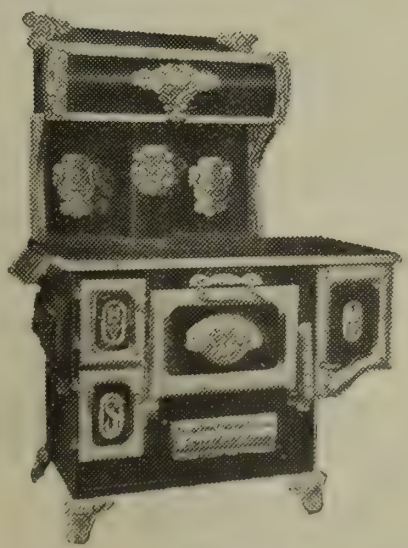
TORONTO, Ont. Manufacturers WINNIPEG, Man.

Convenience in Operation

The Empire Steel Range

The Empire Steel Range has two flues, perfect fire box, large broiler door, interchangeable and quick heating water reservoir. It is handsomely nickeled and built to wear.

This is our Highest Grade Steel Range, made of extra heavy flat polished steel.



Our Ranges are all made of the best material and by skilled workmen.

Their quality, convenience and beauty alone bring scores of customers and at the same time we advertise extensively. They are ideal for perfect and rapid heating and baking.

Write for Specifications and Catalogue

The Canadian Heating and Ventilating Company, Limited

OWEN SOUND, ONT.

Get this into your Stove Talk, Mr. Dealer!

It means Business for you.



THE GURNEY-OXFORD ECONOMIZER

The GURNEY-OXFORD "Economizer" will save 20 per cent. of the fuel and will make it possible for the housekeeper to have the fire under perfect control; from a quick baking heat to a slow fire, which will last for thirty-six hours, is accomplished by simply moving the handle of the Economizer on the dial. This is a fact which will sell stoves better than anything else you can talk. Figure, too, how interested the good housekeeper will be when you point out that this same device will ventilate her kitchen, will draw the smells of the cooking up the chimney instead of sending them through the house. If you are interested, Mr. Dealer, ask us more about this. We will show you that these statements are facts and you as a good business man will realize that these facts will turn "lookers" into "buyers." Remember, too, that this Economizer is backed by national advertising. People will come to your store asking about it. Better get our new book covering our whole sales proposition from our nearest office.

GURNEY-OXFORD

THE GURNEY FOUNDRY COMPANY LIMITED

TORONTO

GURNEY-OXFORD

Montreal Hamilton Winnipeg Calgary Vancouver

LION
TRADE MARK
BRAND

Specify This Brand

It Stands for Quality

The Value of an Article is arrived at by the work it performs

CONSUMERS CORDAGE CO., LIMITED

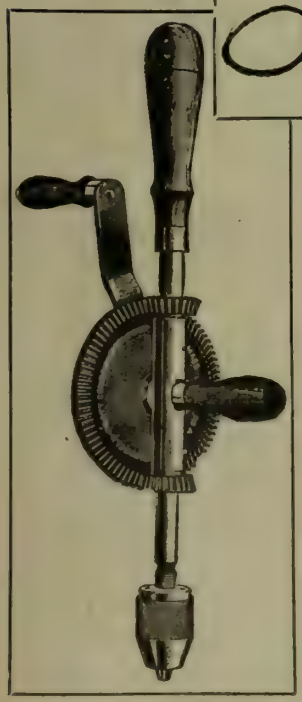
Mills at MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of all Descriptions of

Manila Sisal Italian Russian and Jute
Cordage Lathyarn Twines Packings Clothes Lines
Marline Tarred Goods

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

F. H. Andrews & Son, Quebec, Que.
Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.
Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton
MacGowan & Co., Vancouver, B.C.



Something New!

No. 154

Hand Drill

This tool is a large, heavy Hand Drill for work up to and including 3/8 inch.

It should be added to every Hand Drill stock, as it is sure to prove popular.

The Gears are cut; the Chuck is of steel; it has a hollow cocobolo Handle.

Just ask about the price.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

REMOVING THE APPENDIX



Would you have this operation performed by some doctor who offered to do it cheap or by an experienced successful specialist? We know the answer.

The same principle applies in many other directions. There has been a wonderful change in the intellectual broadening of operative Engineers and Mechanics. They are no longer satisfied with merely keeping the machinery in good running order. They start in at the coal pile and study the califoric power of fuels in thermal units, the firemen are put through a school of instructions, and they study economies and scientific problems in many other directions,

BUT How many Engineers and Mechanics figure on the loss from frictional resistance in transferring the power from the boiler to the points where it is needed?

More than half of the power is often absorbed in that way and yet many up-to-date men use or permit to be used the most ordinary grades of babbitts because of the slight initial saving in the cost price.

It Is Plain as an Open Book

that the value of a genuinely good and economical bearing metal is summed up in and expressed by a low co-efficient of friction.

A low co-efficient of friction means less frictional resistance, less wear, less heating, less oil, less fuel, less liability of shut downs, less rebabbitting, less consumption of metal, less squashing, less worry, less work. You can secure all of these economies and other advantages by the use of.

Magnolia Metal

and we recommend its uses on shafting as well as all other bearings. We represent the specialist who does one thing and does it well.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book and therefore offer it at the very low price of 40c. postpaid. Many Engineers write to us that they find it invaluable. Address Montreal Office.

Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St. Ambroise Street - MONTREAL
NEW YORK CHICAGO

TRADE MARK

Griswold Hardware

The Kind That Sells

The quality and finish of our goods have proved to be a strong drawing card to the most particular people.

Beware of Imitations

Being the first and successful manufacturers of Aluminum Cooking Utensils, we have many imitators. They are not dangerous ones, however, as our process is kept secret.

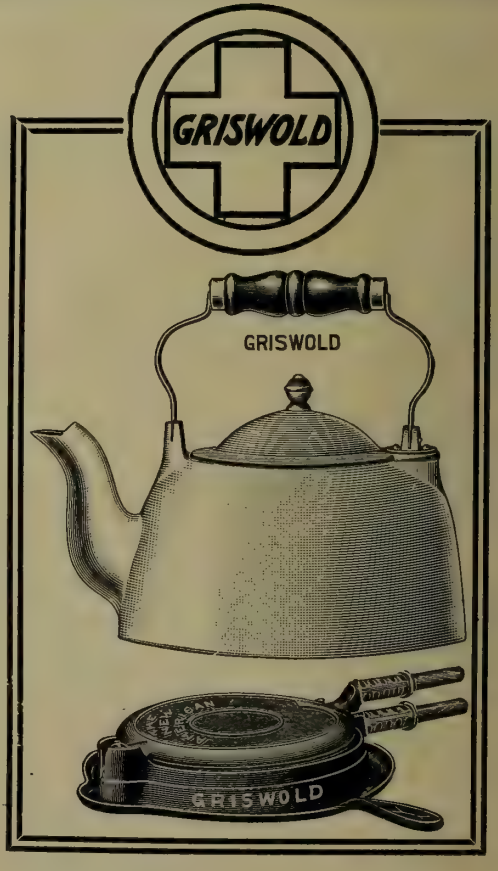
OUR PRODUCTS INCLUDE—

FOOD CHOPPERS in many sizes.
WAFFLE-IRONS
GAS STOVES
and RANGES of various kinds.

**Write for catalog and proposition—
they will surprise you.**

THE GRISWOLD MFG. CO.,

ERIE, - PA.



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

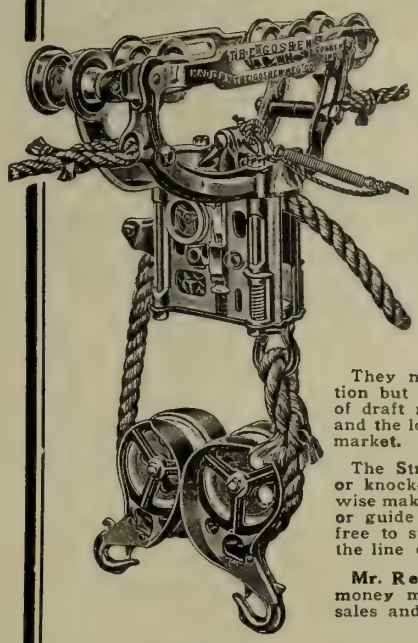
You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited
Owen Sound, - - Ontario

Western Agents
Brandon Safe-Lock Fence Co.
Brandon, - - Man.

"STRATFORD"

HAY SLING CARRIERS



THE Stratford is known commonly as the Short Draft Hay Sling Carrier on account of the line of draft in elevating being at right angles to the track. This is a new method and a successful one.

The advantages of the STRATFORD, with her parallel pulleys working at right angles with the track, are apparent to all.

They not only reduce the friction but save about 20 feet more of draft rope between the carrier and the load than any other on the market.

The Stratford has no stop latch or knocker to get loose or otherwise make trouble. It has no side or guide rail, the track being left free to swing and adjust itself to the line of draft.

Mr. Retailer.—This is a good money maker as you make quick sales and reasonable profits.

WRITE FOR CATALOGUE AND PRICES

The Stratford Mfg. Co., Limited
STRATFORD ONTARIO CANADA

THESE Rotary Ventilators have bearings that are absolutely noiseless and are free from friction. These ventilators are really storm-proof, as the peculiar construction of the whirling head makes it impossible for rain or snow to reach the inside.



Our various lines of eavetrough, conductor pipe, ridge roll, valleys, elbows, and corrugated iron, are uniform in make and quality, thus saving time on the job.

WRITE US NOW

Wheeler & Bain

THE QUICK SHIPPERS
TORONTO :: CANADA

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



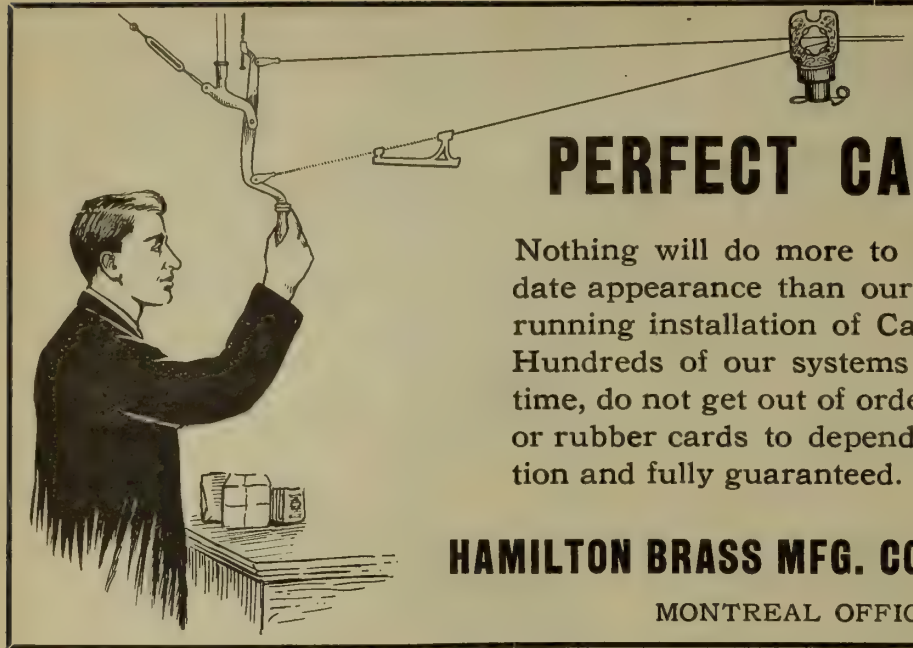
Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



We Plan

PERFECT CARRIER SYSTEMS

Nothing will do more to give your store an up-to-date appearance than our neatly designed, smooth-running installation of Cash and Package Carriers. Hundreds of our systems in use. They last a lifetime, do not get out of order, as there are no springs or rubber cards to depend on. Simple in construction and fully guaranteed.

HAMILTON BRASS MFG. CO., Limited, Hamilton, Ont.

MONTREAL OFFICE---327 Craig St. W.

Department of Railways and Canals.

Ontario--St. Lawrence Canals. Rapide Plat Canal.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improving Lower Extreme to Lock No. 24," will be received at this office until 16 o'clock on Friday, June 9th.

Plans, Specifications, and Form of Contract to be entered into can be seen on and after this date at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $9,000.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfillment of the contract to be entered into.

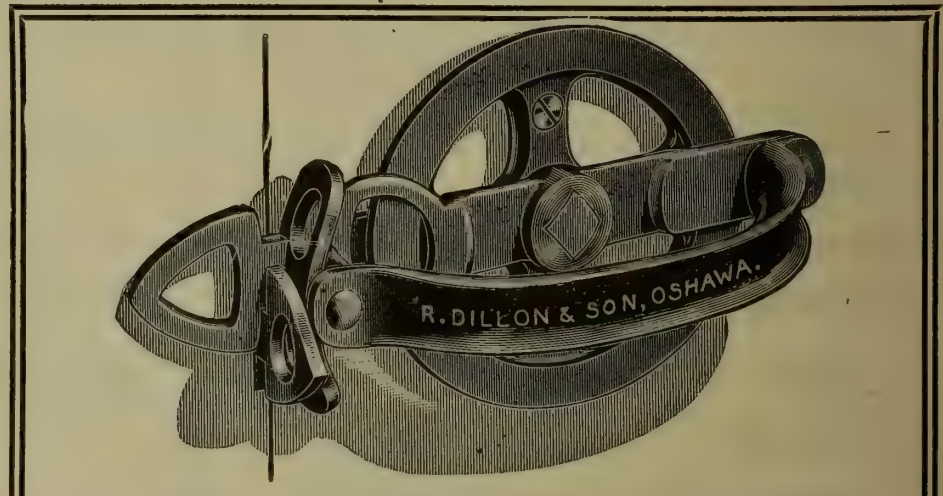
The lowest or any tender not necessarily accepted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, May 19th, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (22)



DILLON'S "UNIVERSAL" BARN DOOR LATCH

RIGHT or LEFT, SLAM or SLIDE, Adjust from ⅞ to 2¼ inches
NO SPRINGS—Latest and best

MANUFACTURED BY

R. DILLON & SON, - - - SOUTH OSHAWA



Look at the H. P. Spramotor spraying an acre of potatoes in 15 minutes. There are three nozzles to a row and four rows, two spraying from the sides and one from the top. Adjustable as to height and width up to 40 inch rows. Absolutely non-clogging nozzles. 12 gallon air tank, automatic and hand controlled. 125 lbs. pressure guaranteed with 12 nozzles open. Has agitator clean-out pressure relief into tank, and nozzle protector, all under control of driver from seat. For 1 or 2 horses. Fitted for orchards, vineyards and grain.

Write for Booklet.

R. D. HEARD, 1385 King St., London, Can.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

BRUSHES

NEW LINES

Very attractive values.

Better finished than ever.

SEE THEM BEFORE YOU BUY.

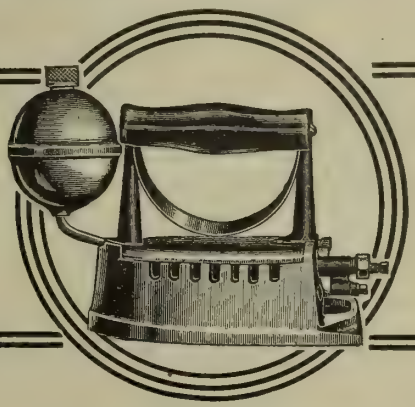
Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

Just Now the "IDEAL" Self-Heating Sad Iron is the Centre

of attraction among ironing devices—the Best—because its first cost is its last outlay—except for gasoline at the rate of one cent per day. It holds enough gasoline for four hours' burning. Better still :

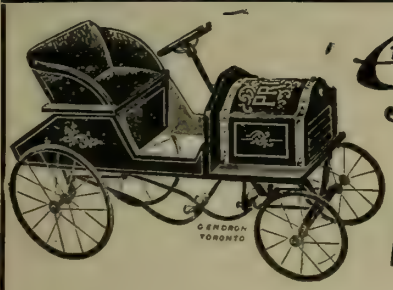


The "Ideal" Gets and Holds Trade

Because its perfect combustion makes it odorless in operation ; it's laborless, because it does away once for all with walking back and forth between ironing board and stove. Fine for travelling and camping. Send for price list, or ask your jobber.

Ideal Sad Iron Mfg. Co., Dept. B

CLEVELAND, OHIO, U.S.A.



TORONTO Gendron CANADA

HIGH GRADE

Automobile

The body is made of selected wood, except front, which is of sheet steel. The seat is upholstered and the body is nicely painted and striped. Gearing is made of stamped steel, enameled black.

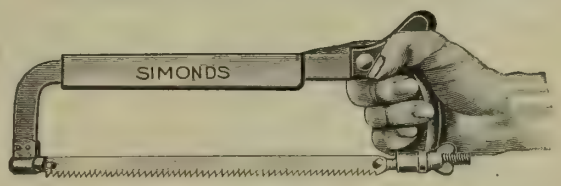
We manufacture **Go-Carts, Carriages, Folders, Bathroom Fittings** and **Hardware Specialties** that are unequalled in quality by others on the market.

Our goods never fail to give satisfaction.

Write for catalogue and proposition.

The Gendron Manufacturing Co. Ltd.

TORONTO, CANADA



Simonds Straight Cut Hack Saw Frame

This frame is so entirely different from and so superior to all other Hack Saw Frames that if you sell it you will have something exclusive. It is a great favorite with Machinists wherever introduced. Dealers handling Simonds Hack Saw Blades have the privilege of ordering the Straight Cut Frame for stock. Simonds Hack Saw Blades can be obtained on very short notice from any of our offices. We want to quote you on the quantity you sell in a year.

Simonds Canada Saw Co. LIMITED

Montreal, Que. St. John, N.B. Vancouver, B.C.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

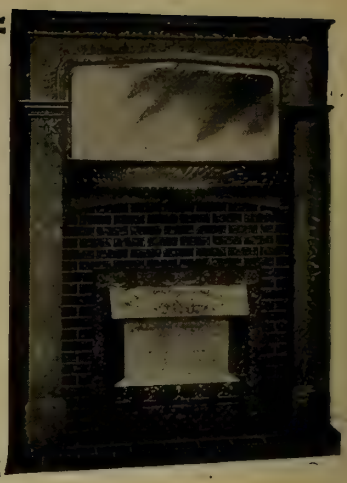
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

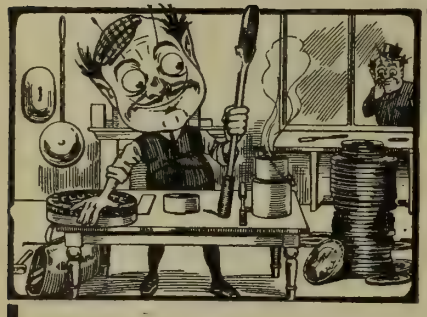
which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO.,

212 Vienna Road, Bermondsey
LONDON, S.E., ENG.

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario



TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell will shortly be calling on you to fix up Agencies

Department of Canals and Railways, Canada.

ONTARIO — ST. LAWRENCE CANALS. MURRAY CANAL.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Dredging Murray Canal," will be received at this office until 16 o'clock on Wednesday, May 31.

The specification and form of contract to be entered into can be seen on and after Friday, May 12, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario-St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted Bank cheque for the sum of $1,500.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for work, at the rates stated in the offer submitted.

The Cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, May 10, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (21)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention this paper.

Some Facts About

New Era Paint

It will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other paint you can buy, no matter at what price. New Era Paints are just the kind of goods you need to increase your business. They never fail to give satisfaction, and every business man knows that every pleased customer means scores to him in the long run.

OUR PRICES ARE RIGHT. WRITE FOR CATALOG.

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario.

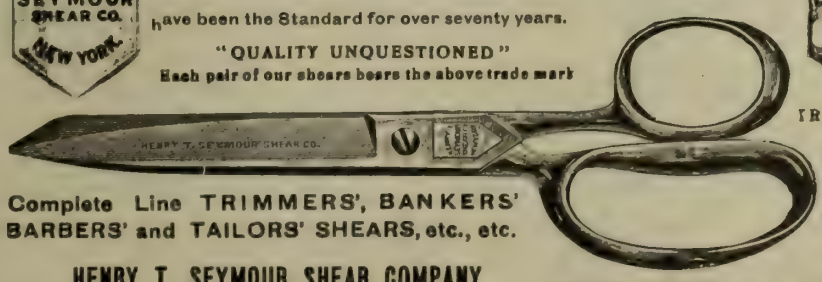
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCK & HILGER, LIMITED, NEW YORK, Agents

Two Cents per Word You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

WANTED

FIRST CLASS RETAIL HARDWARE MAN,

one capable of taking charge of a large retail business, and one with capital to invest preferred. A fine opening for right man.

Box 504, Hardware and Metal
TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Ford's Bit Extension

Sells Because it Excels

There is no other Bit Extension like the **FORD.** None as simple—none as easy working—none as well made—none that embodies as many practical features.

It is vastly different than the ordinary clumsy, hard-working extension, whose scope of work is limited.

The **FORD** is simple in construction

Has No Breakable Parts

is easily and quickly adjusted by means of a knurl nut that holds the Bit so firmly that it cannot possibly become loose—thus eliminating any chance of losing it while working.

Prominent electricians have given the Ford Bit Extension a thorough trial and pronounce it the most practical ever made.

Mr. Dealer, it is easy to sell Ford's Extension, for each of its features is a point of superiority—each a selling argument. Your customer gets twice the efficiency, twice the value and twice the satisfaction through its use and **HIS GAIN IS YOUR GAIN.**

May we send you catalog, terms and name of nearest jobber?

Ford Auger Bit Co.
112 Cabot St., Holyoke, Mass.



OAKEY'S

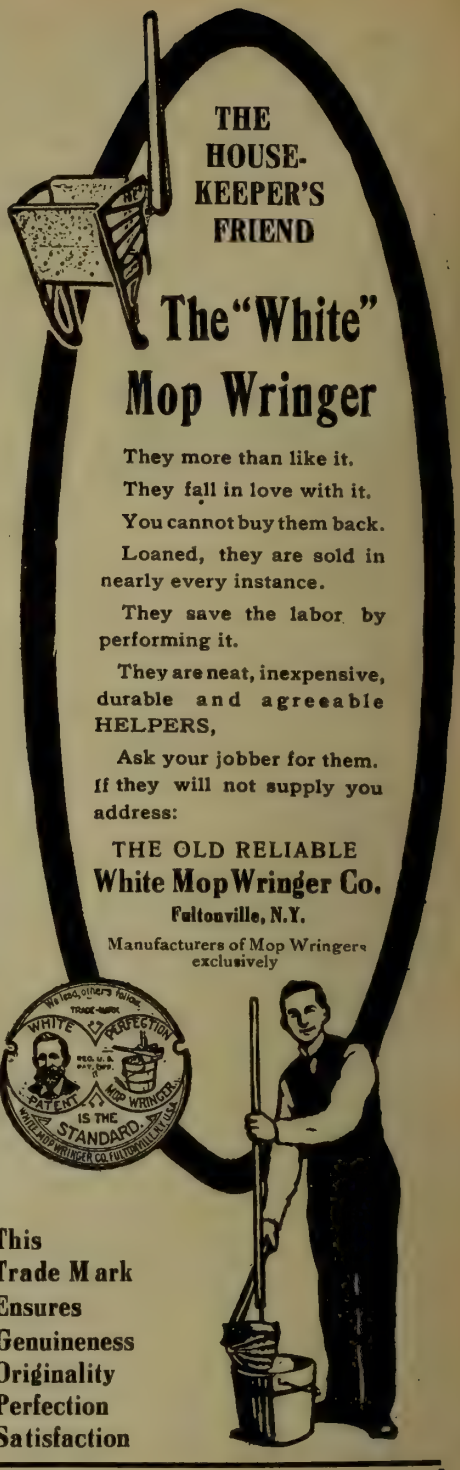
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction

Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

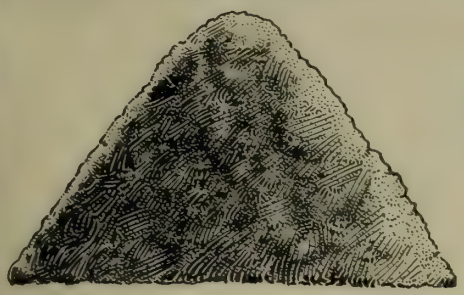
Write us for catalogue and prices.

BRASS RAILINGS

ALL DESCRIPTIONS. MADE TO ORDER.

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders. : : : : : : TORONTO, ONT.



No. 1—4 Quarts of Dirt.

Remember the "Automatic" "Blows" as well as "Sucks," which no other Hand Power Machine does.



No. 2—1½ Quarts of Dirt.



No. 3—1½ Pints of Dirt.



Retail Price, $25.00.

A Vacuum Cleaner Test

The "AUTOMATIC" The Greatest Cleaner

Here are three piles of solid dirt.

PILE No. 1. (4 quarts) was pumped out of one strip of carpet by the AUTOMATIC.

PILE No. 2 (1½ quarts) was removed by another well-known vacuum cleaner.

PILE No. 3 (1½ pints) was also pumped out by a well-known suction cleaner. Each cleaner was given a perfectly fair test under exactly the same conditions.

The AUTOMATIC removed nearly three times as much as the next best and more than five times as much as the second best.

This simply shows the difference in cleaning power between the powerful but easy-running AUTOMATIC and other vacuum cleaners.

Every AUTOMATIC is sold with the positive guarantee to clean carpets, rugs, upholstered furniture, mattresses, pillows, etc., cleaner than any hand-power machine on the market or we will refund your money.

The AUTOMATIC removes every atom of dirt, moths, microbes of every kind, leaving the carpets and all household furniture as fresh, bright and clean as new. It is easy to operate and so well made that we guarantee it absolutely in every respect. We also make an Electric Vacuum Cleaner, which retails for $110.00. **Write for our free circular and discounts which tells you why the "AUTOMATIC" is the best.**

MANUFACTURED ONLY BY

ONWARD MANUFACTURING COMPANY, BERLIN, CANADA

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. **Prompt shipments our specialty.** **Correspondence Solicited.**

Cor. Manitoba and Sixth Avenue

P O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

When writing advertisers kindly mention having seen the advertisement in this paper.

DOMINION

IMPROVED AND REVISED

AMMUNITION

The most Profitable, Satisfactory and Popular Line.

All standard game and trap loads of the world's Finest Powders.

Ballistite—Infallible
Empire - Duponts

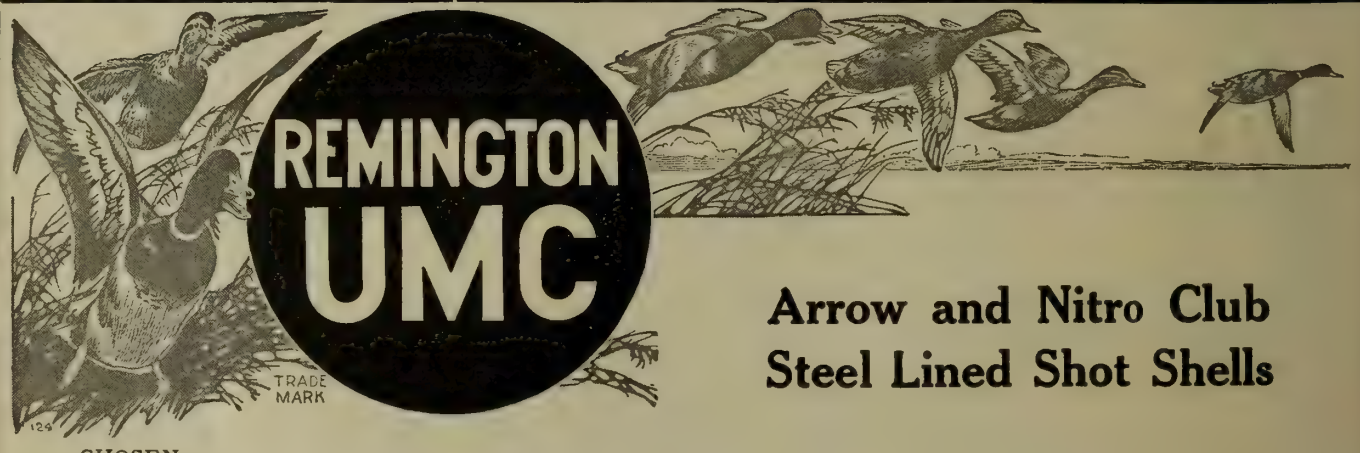


The strength of the primer quality of the wadding, and great care in loading give perfect uniformity.

Canada-made Ammunition is the best advertised, Our shooters and missionaries are constantly demonstrating and advertising DOMINION.

Dominion Cartridge Company, Limited

MONTREAL CANADA



Arrow and Nitro Club Steel Lined Shot Shells

CHOSEN

—because the steel lining insures better pattern, better penetration, and greater velocity for the same load.
—because the steel lining gives strength to the shell and protection to the shooter.
—because this important improvement doesn't cost any more.

Remington-UMC

THE PROOF

—Remington-UMC Steel Lined Shells have won every Inter-state Handicap for two years straight.

The best shells ever made—improved with a steel lining. Ask your jobber.

Remington-UMC—the perfect shooting combination.

REMINGTON ARMS :: UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Making Good on the Cash System

Dealers Who Try Cash Selling Rarely Wish to go Back—Jos. J. Henderson, of Niagara Falls Delighted With its Operation—Adopted Cash System Over Two Years Ago.

The first thing to be noticed, upon entering the hardware store of Jos. T. Henderson, Niagara Falls is the sign: "We Sell For Cash Only. Please Do Not Ask for Credit." This is tacked up directly in front of the main entrance, and is repeated above the cash register.

"How does it work?" was the first question put by Hardware and Metal, on a recent visit.

"There's nothing like it," replied Mr. Henderson, taking off his glasses, and consigning them to his vest pocket. "Why I wouldn't go back to a credit business on any consideration."

"Have you given it a good trial?"

"Two years and a half, and it's working better than ever."

How He Made the Decision.

It was really his own clerks who persuaded Mr. Henderson to adopt the cash system. Reading in Hardware and Metal, about the success which had attended the efforts of so many hardware merchants in establishing the cash system, they began to boost the idea for their own store.

"Why cannot we adopt the cash system in this store?" they began to ask.

Mr. Henderson at first raised objections. Niagara Falls was essentially a railroad city, he would say, and it would be impossible to persuade railway employes who received their salary only once a month to pay cash for their purchases. Moreover, he had been doing a credit business for twenty-five years, and all his customers were used to the credit system and wouldn't stand for paying cash on every purchase. It might do in large factory towns, or in places where the residents were well-to-do, but the scheme wouldn't work in his business, especially as all his competitors were doing business on a credit basis, and probably would continue doing so This would put him at a disadvantage.

It was not long, however, before Mr. Henderson commenced to see the drawbacks to the credit system, in a much stronger light than he had ever seen them before. One day, a little boy came into the store for a package of carpet tacks, and asked for it to be charged to his mother's account. The clerk called his attention to this, and it didn't take him long to see that, on that particular sale, at least he would lose money by the time he had figured the cost of handling, putting through the books, sending out statements and collecting.

Come to think of it there is an immense amount of detail work in the bookkeeping department of a retail hardware business which is run on the credit system. Even if all accounts were paid, after one statement had been sent out, the cost of collecting (counting in postage, stationery and bookkeeper's time) would be considerable; but since quite a large proportion of accounts are only settled after repeatedly rendering statements, and finally by personal solicitations, it must be admitted that the credit system contributes very materially to the overhead expenses of a retail store.

Then, there is another point to consider. In a credit business, as it is generally run, the money comes into the business in uncertain quantities, and at uncertain intervals, so that the dealer who is required to make up weekly envelopes for a large staff, sometimes has to do some "high financing" to make ends meet on pay day. In Mr. Henderson's case there was a staff of fourteen to be provided for once a week, and the worry of getting in enough money for this weekly occasion, is what largely influenced him, in the end, to try the cash system.

The First Steps.

At the end if 1909, when Mr. Henderson examined his trial balance for the year, he was surprised to see how large was the total of accounts outstanding The advantages of having that money in the bank instead of on his books, appealed to him more forcibly than ever, and he decided, once for all, to try out the cash system.

Notices were sent out to the regular customers, that, after the first of the year, the business would be conducted on a cash basis. These notices were also posted around the store, and advertisements were inserted in the local newspapers, to the same effect.

An Axious Time.

The few weeks which followed this announcement, were an anxious time for Mr. Henderson and his sales staff. They were all posted with arguments with which to prove to customers that the cash system was to their advantage, as well as to that of the store. The most telling argument was the discount which was allowed off all the marked prices of all the goods in the store.

All goods had been marked at credit prices and, the cost of running a credit business being obviously higher than that of a cash store, the prices were marked higher than would be necessary under the cash system. When customers found that they could actually save money, in buying for cash, they were soon won over to the new system, and the only customers who were lost as a result of the change were undesirables—dead-beats from whom it was next to impossible to collect.

One of the customers in those early days of cash selling, was a man who had been in the habit of having his purchases charged. He watched the clerk make out the counter check, and saw him deduct a discount at the bottom of the check.

"What is that for?" he asked.

"Why," said the clerk, "you know we are doing a cash business now, and we can therefore afford to sell at lower prices."

"Then do you mean to tell me I have been paying higher prices for the accommodation I have been getting?"

"That's about what it amounts to," was the reply. "Of course it costs more to run a credit business, and we have to get the money by charging higher prices."

"Well, I have been a fool!" exclaimed the customer, "for I have had the money in the bank all the time, and I could have paid on the spot, for everything I bought."

Did Business Fall Off?

The first question one would ask a retail merchant who had adopted the cash system, would be: "Did your business fall off as a result?" As a matter of fact, most dealers would be satisfied to do a little less business in order to gain the advantage offered by cash trading, and most of them who try the cash system, go into it firmly convinced that they are going to fall off in their turnover.

That was Mr. Henderson's idea, too, and he watched his sales very closely, after making the change. It was a dull season of the year, and naturally business was slack. Was it because of the cash system? Comparison with the previous year's figures proved that there was no falling off, and competitors reported that, if any business was getting past Mr. Henderson, it wasn't going to them.

Finally, the real season opened. Spring buying commenced with a rush. Before long, it was seen that, instead of any falling off, business was much better than ever before, and best of all, the close of each day saw real money in the cash register, instead of entries in the day book.

Wouldn't Go Back.

"I would not go back to the old style for a great deal," said Mr. Henderson. "but there are still two or three classes to whom I allow a limited credit. Sometimes a mother sends her boy or girl down for something, and, perhaps, does not like to trust the child with any money. So she sends me a note saying that she will drop in while down town, in two or three days, and pay for it personally. In such a case, if the people are all right, I send the goods and put the note on file. If, within a few days, the mother does not call in to settle, I can remind her of it without causing any offence, because I hold her promise to pay.

With the factories, Mr. Henderson does business on a thirty day basis as he finds it more convenient both to himself and his customers. The same plan

is also followed with contractors who are known to be good.

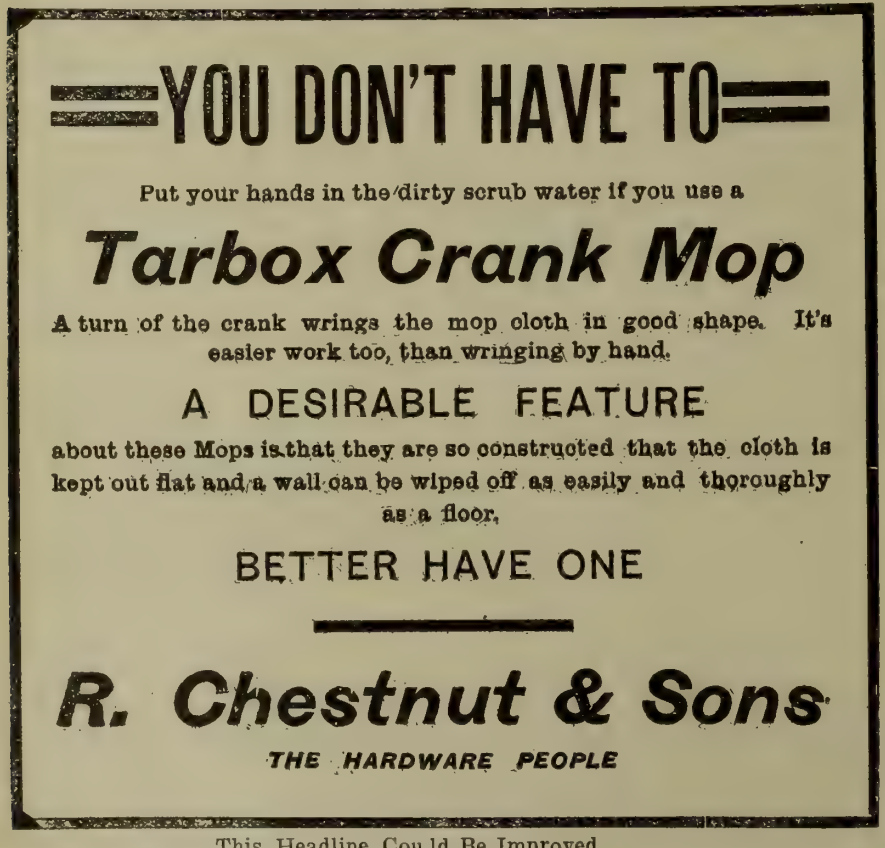
An important branch of Mr. Henderson's business is the contract department, who look after contracts and jobbing, in tinsmithing and plumbing. This is one department which Mr. Henderson does not think advisable to put on a cash basis. In the first place, it would be putting temptation in the way of the men, if they were asked to collect, after they had completed a job. Furthermore, it might tend to make them dissatisfied with their wages, if they knew just what price was being obtained for their work.

An Effective Headline Helps the Ad.

Most Important in Arresting Reader's Attention—Should be Brief and to the Point—Headlines That Arouse Readers to Action—Write the Copy First, Then Prepare Pithy Headline.

If you were to ask a dozen advertisement writers to tell you what part of the ad. they found it most difficult to write, the majority would probably say that they were in the habit of spending more time in thinking out a suitable head-line, than in writing any other part of the ad., and yet the head-line is, in the majority of cases, the shortest sentence in the whole ad.

The reason for the difficulty of composing a head-line is not hard to find. In the first place, the head-line is the most important sentence in the advertisement so far as attracting attention is concerned. In fact, the great function of the head-line is to secure the attention of the reader, and whether the ad. will be read or not, depends, in no small degree, upon the cleverness with which the headline has been evolved, and the manner in which it is displayed.



This Headline Cou ld Be Improved.

Requisites of a Headline.

The saying that "brevity is the soul of wit" has never had a truer application than in the case of the headline of an advertisement. But brevity is not the only requisite, nor, indeed, is it the most important characteristic of a good headline, as it is conceivable that a headline might be very brief and yet quite ineffective.

One important feature of the problem, which is too often overlooked by ad. writers, is that the headline must have some direct connection with the subject of the advertisement. Other things being equal, the more direct this connection, the better it will be for the advertisement.

The effective headline, which arrests the attention of one who is scanning the paper, may be compared to the sign, "RAILWAY CROSSING," which catches the attention of the traveler on the highway, whether driving, wheeling, or motoring, and leads him to stop and investigate whether a train is coming. It may be doubted whether the sign would serve its purpose equally well, if it were worded after the fashion of a good many hardware advertisements, in some such way as this:

THIS IS THE PLACE

Where the Railway Crosses the Road.

The wayfarer who encountered such a sign, if he did not know beforehand what it meant, would be likely to say to himself: "There's another of those sign-boards." And, in the same way, a man or woman reading the newspaper, will probably pass over an announcement which commenced: "This is the place to buy hardware, stoves, etc.," with the mental comment, "There's another of those ads."

Must Be Distinctive.

The effective headline, therefore, must stand out from the jumble of reading matter and advertising in the newspaper; it must be distinctive. It must especially differentiate itself from all the other ads. in the paper, and, if its opening sentence is to the effect that "This is the Place" to buy so and so, the chances are that there will be two or three other advertisements in the same issue, which have just about the same beginning.

The headline, as has been said, must be intimately connected with the subject of the ad. It should, in fact, be a very brief synopsis of the ad., if possible—a resume of its contents.

As an illustration of this idea, consider the way the average man skims over his morning paper. He scans its pages, one by one, to see whether any of the articles or reports it contains are of interest to him. He reads those whose headlines appeal to him, and skips most of those headlines which appear to herald something dull or uninteresting. Possibly, a little later in the day, he may hear some friend mention a certain article that he may have read in the morning paper. It concerns a matter in which he is vitally interested, and yet he cannot remember having seen it in his paper. Upon investigation, he learns that the reason he skipped the article

was that the headline did not arouse his interest.

The "Yellow Journals" long ago learned the value of catchy headlines. Many thousands of papers have been sold on the strength of apt introduc-



tions to their subject matter, through effective headlines.

For ideas on the subject of headlines it would be wise to carefully examine the best newspapers, and note the rules followed by the editors in preparing their headlines. It will be found that they are, generally, clever phrases which size up, briefly and effectively, the contents of the article to which they are prefixed.

Write the Headline Last.

It will not take long to discover that the headline cannot be written until the contents of the article are known. Headlines in the newspapers are written after the articles to which they refer. Although they are the first to be read by the subscriber, they are the last to be written by the correspondent or editor.

The same rule should apply to the writing of headlines for advertisements. They cannot be effectively prepared until the copy proper has been written. It will then be far easier to think out some catchy phrase which will synopsize the ad. This is a case of writing last, the words which will be read first.

The "Hypothetical Imperative."

A form of headline which is favored by a good many of the most experienced ad. writers, is that, known, technically, as the "hypothetical imperative." This is a style which is considered peculiarly likely to induce action, on the part of the reader.

To explain what is meant by the "hypothetical imperative," let us consider also the interrogatory headline which also has many followers. An ad. man who wished to use this form of headline in a refrigerator advertisement, for instance, would probably open in this way: "Have you bought your refrigerator yet?" This heading would be quite effective in securing the attention of any reader, who might be interested in refrigerators. But the advocates of the "hypothetical imperative" style would say that the headline was not positive enough—did not call forth action on the part of the reader. And so, they would prefer to alter the wording to something like this: "Buy your refrigerator now!"

The idea, though very effective, is simple, and the above illustration will readily convey to aspiring ad.-writers the



Making Full Use of a Small Space.

advantages of the "hypothetical imperative," and the means of accomplishing it, in a head-line.

Space Must be Considered.

So much for the method of wording the headline of an advertisement. Another feature which must not be overlooked is the space which it is to occupy. This has an important bearing on the question, for, obviously, the headline for a single-column advertisement must be on entirely different lines from that of the full-page ad.

As a general rule, the headline should not take up more than one line. It loses much of its effectiveness by being broken up; but this brings us back to the subject of brevity which has already been discussed. Even, aside from other considerations, the exigencies of space often demand that the headline shall be brief.

To sum up the question of headlines, they should not be prepared until after the advertisement is written. The ad. should then be carefully reviewed, its salient points seized upon, and from them a short pithy phrase or sentence evolved, as the headline. It must be such as to attract attention, whether it be interrogatory or imperative in form, and must be closely connected with the subject matter of the advertisement. By all means do not try to make it humorous, unless the element of humor is in some way connected with the article described. Many a headline cheapens the ad. which it introduces and renders it ineffective, through the efforts of the writer, to be funny.

Every reader should mentally criticize the advertisements reproduced on these pages, on the basis of the ideas given in this article. How many of them are introduced by effective headlines?

Improving the Headline.

The advertisement of R. Chestnut & Sons, shows that the writer has been giving the matter of advertising some study. It could, however, be improved in effectiveness, by a few changes, one of which will be suggested by reading this article.

The "hypothetical imperative" could be used effectively in the headline of this advertisement. "You Don't Have To," does not appear to have any special significance, nor does it either compel or invite a further perusal of the advertisement. Surely a better introduction would be "Use a Tarbox Crank Mop."

Another point is that a cut of the mop would make the ad. much more vivid, and the description would be much more clearly understood. Any woman in reading the ad. would like to have some idea of how a turn of the crank could wring the mop, and an illustration might increase her interest and curiosity to the point of visiting the store and personally examining the article.

Another oversight is the omission of the price of this crank mop. One class of readers might say: "O that's some



Just the Old Style Announcement.

expensive piece of machinery. I guess the old-fashioned mop will do me." Another class might look at it this way: "Probably some cheap and flimsy contrivance. I'll stick to the old reliable." If the price were quoted in the advertisement, a happy medium would probably be struck between these two opinions, and sales would result where only a flagging interest would be aroused if no price were mentioned.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Townships Bank Building. Phone Main 1255
Toronto - - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - - 34 Royal Bank Building. Phone Garry 2313
Vancouver, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet Street, E.C. Phone Central 12960
New York - R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
France - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

METALS ARE STRENGTHENING.

An encouraging development of the past week or ten days, has been the strengthening of almost all metals, in the primary markets. This improvement has taken place owing largely to a more hopeful feeling which has possesed United States business men, since the announcement of the Standard Oil decision. For weeks the veritable stagnation in the metal trade of the United States has affected the situation throughout the world, but with conditions there clearing somewhat the inherent strength of the market, especially in European countries, becomes evident.

Tin has furnished the most spectacular features of late, having advanced two cents per pound during the past ten days. It was felt for some time that this was bound to come if U. S. buyers offered any encouragement. The visible supply has been unusually small, but in the absence of any buying movement in the United States, foreign holders did not consider themselves strong enough to force an advance. Now, however, it is reported that the strong syndicate who have been manipulating tin, have succeeded in cornering the supply for the whole of June, and they are now showing their hand.

One of the largest Canadian consumers of tin, in talking to the writer a few days ago, admitted that he had not correctly gauged the trend of the tin market. When leaving on a six weeks' trip, he left instructions with his superintendent to buy for immediate needs only. He now faces a rising market with a very small supply on hand, and, as he buys in five-ton lots, he is likely to feel rather severely the success which has attended the efforts of the English syndicate.

The situation in Canada throughout the metal market is much more hopeful this week. The leading consumers in all lines appear to be well employed, and present crop prospects are favorable. Should the definite crop reports, which may be expected shortly, bear out opinions which are now being expressed, the way will be opened for very brisk trading during the latter half of the year.

ENCOURAGE THE LADY BUYER.

In another column reference will be found to the fact that Stanley Mills & Co., Hamilton, Ont., have, by following a set policy for years, encouraged women shoppers to visit their store until to-day fifty per cent. of their trade is with the ladies. They seem to have solved a problem which is worrying most hardware retailers to-day.

The hardwareman finds that the disinclination, which women showed a generation ago to shopping in the hardware store, has not entirely disappeared. The fact that hardware stores are now infinitely more inviting in appearance has helped to remedy this condition. The widening of the scope of the business has done quite as much. But there is still a great deal left to be done. There can be no doubt that the trade of the lady buyer is worth cultivating, as it would help to keep in the hardware store much trade that is now carried elsewhere. By following the systematic plan adopted by Stanley Mills & Co., this purpose could be effected. Appeal directly to the women, write your advertising matter so that it will have an interest for them as well as for the men, give prompt service and courteous attention, and keep the store neat and clean. By following this course, the desired result will in time be brought about.

THE NEW BULK SALES ACT.

At the last Session of the Saskatchewan Legislature, an Act, entitled, "The Bulk Sales Act" was passed and made law on the 14th of March by the assent of the Governor General of the Province.

This Act will have a far reaching effect upon the sale of businesses in bulk in the future. It has been enacted for the protection of the purchaser and the creditors of the Vendor and to prevent the perpetration of fraud on the part of persons desiring to sell their business, secure the cash for same and decamp without settling up their outstanding liabilities for the goods that they may have transferred in the transaction of sale.

Briefly, the Bulk Sales Act provides that the Vendor must supply the purchaser with a sworn statement containing the names and addresses of all his creditors together with the amount owing. It shall then be the duty of the purchaser before paying to the Vendor the purchase price, to obtain the written waiver from the creditors of the Vendor before paying over the sale price, or he shall pay the purchase money, or sufficient thereof to satisfy the claims of all the creditors of the Vendor into the hands of the Official Assignee to be distributed pro rata amongst the creditors, less the usual Assignee's fees. The purchaser, however, can obtain the consent of the creditors to turning over sufficient of the proceeds to a nominee mutually satisfactory, thus avoiding the expenses consequent upon handing same over to the Official Assignee. If the total purchase price is less than the total indebtedness of the Vendor, it is necessary to obtain the consent of 60 per cent. of such creditors before any sale can be effected, thus preventing a bogus sale at a low figure and preventing fraud by any side deal being effected by the Vendor in order to evade the provisions of the Act.

A sale is considered to be a sale in bulk whenever the entire stock-in-trade of the vendor is sold, or part thereof, out of the usual course of business or trade of the Vendor. The Act in Saskatchewan covers not only a stock of goods, wares, and merchandise, but also an Hotel or Wholesale License for the sale of intoxicating liquor.

If the provisions of the Act outlined above, are not carried out, the sale is void, as against the creditors of the Vendor, unless the creditors are paid in full, and said sale shall be deemed to be fraudulent, and the creditors are, through the Courts entitled to issue a Writ of Attachment against the goods covered by such sale.

The Manitoba Bulk Sales Act, which has been in operation for the past two years, and upon whose provisions the Saskatchewan Act was founded, was amended at the session of Parliament just closed, so as to require the consent of 60 per cent. of the creditors in case of a sale, thus remedying a defect in the original Act. This Act has been a great protection to the mercantile community and is very beneficial in its results.

BUY-AT-HOME CAMPAIGN.

The competition of the mail order house is found to be so keen in some sections that, for purposes of self protection, the home dealers have to unite in the waging of a "buy-at-home campaign." Recently the retail merchants of Charleston, South Carolina, jointly issued a little circular which read as follows:

"I Buy at Home."

Because my interests are here.

Because the community that is good enough for me to live in is good enough for me to buy in.

Because I believe in transacting business with my friends.

Because I want to see the goods.

Because I want to get what I buy when I pay for it.

Because my home dealer "carries" me when I run short.

Because every dollar I spend at home stays at home and works for the welfare of Charleston.

Because the man I buy from stands back of the goods.

Because I sell what I produce here at home.

Because the man I buy from pays his part of the town, county and state taxes.

Because the man I buy from gives value received always.

Because the man I buy from helps support my school, my church, my lodge, my home.

Because when ill luck, misfortune or bereavement comes, the man I buy from is here with the kindly greeting, his words of cheer, and his pocketbook, if needs be.

Here I live and here I buy.

This gets right down to the root of the matter and covers the ground pretty thoroughly. Confronted with such a formidable list of reasons, what man would continue to buy from catalogue? The trouble is in the fact that people are not shown why it is against their own interests to deal away from home. They continue to do so, not because they are impervious to reason, but because they have never been brought face to face with the facts.

THE VALUE OF A WINDOW DISPLAY.

A man who has studied the question of window display advertising very closely sums the relative value of different forms of display as follows:

> Goods under counter, one chance in a hundred—customer may call for it; goods on shelf, ten chances in a hundred—customer may see and call, or clerk may see and be reminded to suggest; goods on display table, fifty chances in a hundred—will be seen by both customer and clerk, and is a suggestion to each; goods in window, one hundred chances in a hundred—goods are already sold and customer has only to come in to order them wrapped up, and unless the store is dirty or the clerk impudent, the money is practically in the till.

This valuation refers of course to effective window advertising. It does not take into account the goods carelessly stocked in a slovenly, unattractive window. The chances of making sales in such a case are far indeed from one hundred in a hundred, for the average person will give only a casual glance at an indifferently arranged window.

It is quite true, however, that a good window display is one of the surest methods of selling goods known. It places the article in a position where the passerby cannot help but see it, and shows it to the best possible advantage. More effective in some ways than verbal argument, the window display is a great factor in sales-making.

THE TINPLATE SITUATION.

There have been some unusual developments in the tinplate situation this year. Warned by the delays experienced last year in getting their orders filled, the jobbing houses have in almost all cases endeavored to overcome this by ordering bright and early. Some houses ordered plates last fall for delivery this fall—just a year in advance. The precaution is a wise one, as shipments last year were six months late in many instances, thus creating much confusion and trouble.

It follows, however, that there is very little prospect of a falling off in prices this year. Early ordering will have the effect of maintaining prices on the present basis; at least, such is the expectation of men closely in touch with the situation. In view of these facts, the present lethargy of the market is hard to understand. Buyers seem inclined to hold off, seemingly in the expectation of better quotations. Whether this hope will be realized is very problematical.

POINTED EDITORIALS.

* * *

This is "refrigerator weather." Have you made any effort to clear out your stock?

* * *

No new mergers have been reported so far this week. In view of past experiences, this is deemed rather unexpected.

* * *

Keep a "comparison book." It is then possible to keep close watch on the progress of the business or to detect lack of progress.

* * *

Rubber hose is in such demand that the leading factories can scarcely keep up with their orders. Are you selling your share of this record output?

* * *

The traveler who assists the retail dealer to improve his sales paves the way for more business for himself. The more the retailer sells, the more he buys.

* * *

Hardware conventions are still the order on the other side of the border. If dealers are as busy over there as they are here, the attendance must be pretty slim.

* * *

A man will seldom buy an article he does not need simply because the price is low, but women do it right along. This is one reason why it pays to cater to the trade of the ladies.

* * *

The time is ripe for dealers to advertise their "June Bride Specialties." The month of weddings offers innumerable opportunities for the hardwaremen who are wide awake to them.

* * *

With the passing of the convention season, little is heard of that famous order, The Hookworms of the World. If the weather of the past week continues, however, there will be plenty of men living up to the precepts of the order who do not belong. This is certainly hookworm weather.

* * *

Last week's Hardware and Metal told how a Western dealer moved into his new store after working hours, in order not to disturb the transactions of business during the day. This spirit, though by no means confined to the Westerner, is typical of that great, bustling prairie country, where towns spring up in a few weeks, and grow into cities in a few years.

Making Patterns for the Tin Shop

How to Draw Pattern for Y Joint, Pipes Being all of the Same Diameter.

By Wm. J. Finnigan.

First describe a circle of the required diameter as Fig. 1, then extend down the lines A—C and B—D, from the points Nos. 1 and 9, shown on Fig. 1, and draw an elevation of the intersection of the three pipes as Fig. 4. The point E is the intersection of the centre lines of each pipe. Divide the bottom half of circle Fig. 1 into eight equal parts and mark from Nos. 1 to 9 as shown, extending the lines down from these points until they intersect with lines C—E and E—D.

Describe a half circle on the line G—H, the same diameter as Fig. 1, and divide this into the same number of equal parts as Fig. 1. Extend up the lines from Nos. 1 to 5 until they intersect with lines F—E. Extend the line G—H up to J—K in Fig. 2, and set off twice the number of spaces shown in the bottom half of Fig. 1, commencing at J, numbering up to 9, and then down again to 1 as shown. Draw lines through these points as shown at right angles to line J—K. On line E—D extend the points from Nos. 5 to 9, which have been brought down from Fig. 1, over to Fig. 2, running parallel with line J—K, and where No. 5 intersects with line 5 will give the highest point in Fig. 2. Extend in like manner the lines from Nos. 1 to 5 which intersect line F—E, and, where the corresponding numbers in Fig. 2 intersect these lines, will give the points of the profile of pattern.

Draw a line through these points as shown. Fig. 2 is the exact pattern required for either of the lower pipes. For the top pattern extend the lines A—B over to M—N in Fig. 3, and set off the same number of spaces as shown in the bottom of Fig. 1, and draw lines through these points as shown, at right angles to line M—N. As lines C—E and E—D are the same angle and the same length only half of this pattern will be necessary. Extend the lines from Nos. 1 to 5 which intersect lines C—E over to Fig. 3. No. 1 will intersect with lines Nos. 1 and 9 ; No. 2 will intersect with lines Nos. 2 and 8 ; No. 3 will intersect with lines No. 3 and 7 ; No. 4 will intersect with lines Nos. 4 and 6, and No. 5 will intersect with No. 5. Draw a line through these points as shown. This will give only half of the required pattern, the other h alf being exactly the same.

Hardware Letter Box

Patron Cook Stove.

Inquiry was made in this column last week, for the name of the manulacturers of Patron Cook Stoves. We are informed that Clare Bros. & Co., of Preston, Ont., make this stove.

Sewing Machines.

Pratt Hardware Co., Indian Head, Sask.—"Can you give me the name and address of the manufacturers of the 'Honeymoon' Drop Head Sewing Machine?"

Try Raymond Sewing Machine Co., Guelph.—Editor.

House Force Pump.

W. H. Rumball, Victoria Harbor.—"Can you inform us who manufactures a house force pump that screws on the side of the wall?"

R. McDougall Co., Galt, Ont., and F. E. Myers & Bro., Ashland, Ohio.—Editor.

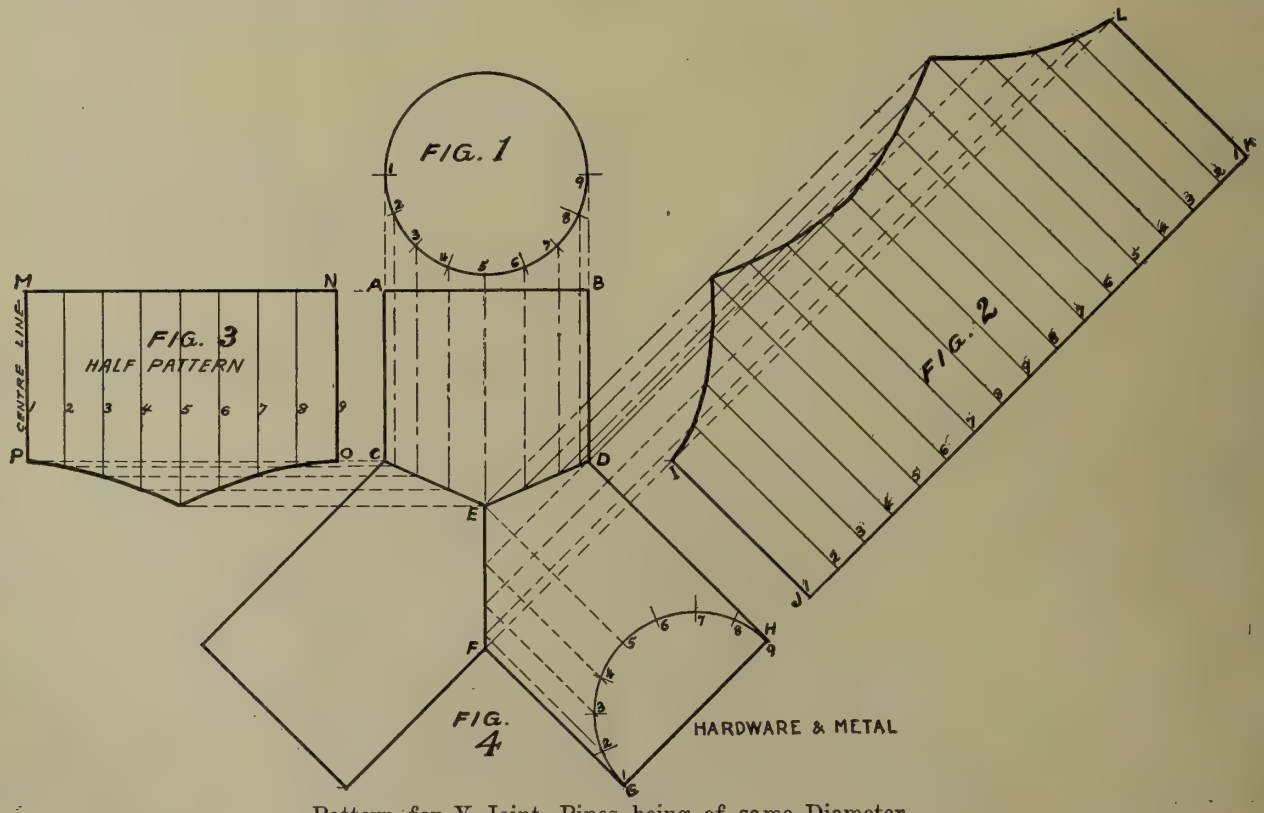
TYPOGRAPHICAL ERROR CORRECTED.

In the advertisement of H. Nagle & Co., Montreal, in last week's issue, the price of a stand of cement was given as $2.00. This was a typographical error as the price is $2.50 per stand. Their advertising copy was correct, and the mistake is, therefore, entirely ours.

JAPANESE FANS GIVEN AS ADVERTISEMENT.

The Bissell Carpet Sweeper Co., of Grand Rapid, Mich., and Niagara Falls, Ont., are offering to supply the trade with well made Japanese fans for advertising purposes. The object in view, is to encourage buying during the hot season, and the firm undertake to supply fifty of these fans with each order of one dozen ball bearing sweepers, shipped between now and August 10th.

F. H. Scott, manufacturers' agent, Montreal representative of Maleham & Yeomans and Chesterman, sailed on Thursday night for Europe. While in England he will visit the head offices and factories of the two firms he represents.



Pattern for Y Joint, Pipes being of same Diameter.

Methods of Improving Refrigerator Sales

Dealers Should See to it That Their Stock is in Early—Sending out Circulars Has Been Found a Valuable Plan—Advertising and Window Displays.

The aggressive retailer always strives to forestall the seasons. If his stock is in before the demand starts for a seasonable article, the dealer will reap full benefit. If he is caught napping by early customers, however, he not only loses sales, but the good opinion that had formerly been entertained for him by those customers.

During the past week, wholesale houses have been worried considerably by the multitude of orders sent in for refrigerators. Retail dealers, who had neglected to order and had consequently been caught with not a refrigerator in stock when the thermometer suddenly rose to a mid-summer level and customers began to drop in, were importuning the wholesalers by special delivery letter, telegram and telephone to rush on consignments without a moment's delay. The writer paid a visit to one of the Toronto supply houses on Tuesday and, during the few minutes he was there, two long distance phone messages were received ftom nearby points soliciting a shipment of refrigerators on the following day.

The wisdom of preparedness in this respect cannot be too forcibly voiced. As a general rule, the demand for refrigerators starts simultaneously with the arrival of the first real hot day. People do not buy usually until they suddenly find a scorching sun overhead and discover that their food supplies are spoiling in the kitchen. Then they hurry out to the hardware store. If, through procrastination or forgetfulness, the proprietor of the store has not yet put in his spring stock, he loses a valuable sale, for the customer feels that a refrigerator is needed that very day and will not wait for Mr. Behindhand's stock to arrive. To avoid any more losses, the dealer then goes to the telephone and gets his jobber over the wire with a request for an immediate shipment.

The number of rush orders received during the past week at all jobbing houses would seem to indicate that a great many dealers had been taken unawares by the sudden turn of the weather. Doubtless, however, the experience will prove a valuable one.

Handling Refrigerators.

The refrigerator trade is in every respect desirable. It is an article, which is needed in all homes and it carries a good profit. While almost as bulky as the stove to store and display, it is not as hard to sell; that is, the salesman does not require to have so complete a knowledge of the article. There is not a great deal to explain about a refrigerator and it does not, therefore, require as much time and study as stove salesmanship.

In other respects the refrigerator requires attention quite as much as the stove stock. A certain amount of advertising is not only desirable but necessary. The stock should be kept well to the front at seasonable times. Window displays will help along the good work very considerably.

Refrigerator Windows.

At first glance there does not seem to be much scope here in the matter of window display. The refrigerator, it must be confessed, does not lend itself readily to this form of advertising. The window dresser, particularly if cramped for space, finds it difficult to evolve anything novel or more than ordinarily attractive when a refrigerator is to form the central part of his display. Some have succeeded admirably, however, in arranging unique windows.

The writer recalls one case where a good effect was secured by the utilization of imitation snow. The window was of unusual size and no less than three refrigerators were shown, two being large. The background had been arranged to represent arctic scenery. No less than three cut out scenes were used, pretty much after the manner of stage scenery, thus giving the effect of distance. On the last screen was a fairly good representation of the aurora borealis. The floor was strewn with imitation snow. The doors of the refrigerators were left open, showing an array of tempting viands. Cakes of real ice were shown in the refrigerators.

This window display had exactly the effect desired. Spectators out on the hot pavement mopped their brows and gazed on this scene of delightful coolness with envious eyes. To them it seemed to represent the very acme of comfort. Likewise, it showed just how valuable the refrigerator was in the household during the warm weather.

This idea could be carried out on a less elaborate scale and with probably equal effect, by covering the floor and background with an imitation of snow.

Planning Out Campaign.

Early in the season, the retailer should plan out a campaign for getting after the refrigerator trade. The first step to take is to order early. It is highly necessary that the stock be in the store before the rays of old Sol begin to show summer intensity.

The second step is to plan out some method of advertising. Many dealers adopt the circular idea. They print letters, calling attention to the fact that during hot weather a refrigerator is a household necessity and, after the first real warm day, they send them out. It is a wise plan to address each circular to the lady of the house. It reaches her hands on the afternoon mail, probably, right in the midst of her efforts to keep the provisions in the house from spoiling.

The letter could be worded something after this fashion.

Dear Madam,—

We have just received a stock of refrigerators of a highly improved pattern. They have been built with an eye to space economy and are of such size that they can be conveniently placed even in the smallest kitchens. At the same time, the interior arrangements are so perfect that there is plenty of room for the storage of all kinds of provisions and in unlimited quantity. The price is an unusually low one for an article of this description.

We would like you to look over our stock and would be glad to have you call at our store at any time. Our clerks will be pleased to show you the——refrigerator, which is undoubtedly the best on the market in its particular line.

Yours, etc.

Refrigerator demonstrations are frequently carried out with a splendid measure of success. In such cases, letters of invitation are sent out and a small souvenir, or something to eat, is handed to all who attend.

BUILDING LARGE FACTORY.

The Dominion Roofing Co. have acquired a site on the Lake Shore road near Mimico, a few miles, out of Toronto, and will begin work at once on the construction of a large factory building. The structure will be 250 by 120 feet, one storey in height, and it is expected that it will be completed and the plant in full operation by next spring. The output of the company will be largely increased.

SHEET METAL BUILDING GOODS.

The Metal Shingle & Siding Co., of Preston and Montreal, have issued a valuable trade catalogue dealing with their complete line of sheet metal building goods. New cuts have been prepared which permitted the use of a standard size book, and it may be kept conveniently in any bookshelf. The first part of the book is devoted to steel ceilings, and the remainder to exterior sheet metal building goods, such as shingles, sidings and corrugated sheets. The catalogue is copiously illustrated, has a most attractive cover, and is printed on heavy coated paper. It will be of great assistance to the dealer who sells sheet metal building goods from catalogue.

FURTHER IMPROVEMENT IN U. S.

Cleveland, O., May 25. — The Iron Trade Review to-day says: "Interest in the iron market is centered in the heavier shipments of rails and track supplies to the railroads; the fact that farming implement manufacturers are quietly negotiating for their steel bar requirements for the year beginning July 1, and the more general buying of heavy melting steel at higher prices. In some instances, railroads, which on April 1 ordered shipments of rails and track supplies suspended, are again accepting shipments. Another encouraging feature is that orders for steel ties this month have been heavy, the leading interest having booked orders for several thousand tons. There has been a still further improvement in sentiment, and, while manufacturers do not expect heavy buying at this season of the year, a moderate gain in bookings during the next several months is looked for. Orders for pipe placed during the week include 27 miles of steel pipe for shipment to Ashland, O., and 30 miles of steel pipe for delivery in Oklahoma. Upward of 15,000 tons of heavy melting steel has been sold at $13, delivered, an advance of 50 cents a ton. A large portion of this tonnage has been taken by consumers having large stocks on hand. Malleable pig iron has been sold at the low price of $13.35, valley. Shipments of tin plate are slightly heavier than last month.

Small Goods Counter Brings Splendid Results

How Some Stores Have Made a Success of New Department—Stanley Mills & Co., Hamilton, Estimate That Half Their Customers are Women Shoppers—Policy of Store Has Been Shaped to Encourage This Trade—Idea is Worth Trying.

The advance of the novelty counter in public favor has been very rapid of late years. In a good percentage of hardware stores nowadays, 5, 10 and 15 cent departments can be found where, but a few years ago, it would have taken a long time to find one so equipped. The truth of the matter is that the plan has been found a good paying one wherever tried and it has, accordingly, found high favor.

One of the first hardware firms to adopt this plan was Stanley Mills & Co., Hamilton, Ont. It was found eminently successful, and now a large part of the ground floor is given over to this class of goods. Long counters run the length of the store. They are divided into compartments and each section contains goods of one price, seldom exceeding 15 cents.

"We have found that this method of display leads to heavy sales," declared Mr. Flintcroft, who has charge of the hardware store. "The goods are thus shown in the most conspicuous manner possible. The large assortment and the low price jointly compel attention. People will glance along the counter and find things there that they need but would probably not have thought of buying. One of the first things in salesmanship is the art of suggestion. Well this method suggests ideas to the customer more thoroughly than any salesman could do."

In a large store like that of Stanley Mills & Co., there are bound to be customers wating their turn more or less continuously. They will almost invariably be found inspecting the contents of the small goods counters. The chances are all in favor of their finding something that they need in the interval.

"I have seen customers without number," declares Mr. Flintcroft, "come in with the intention of buying some one article—a pint of paint, say. They look over our display of small articles and see something they want. They keep on looking and end up by buying probably forty or fifty cents worth. This is a regular occurence.

"The buyers who patronize this department are largely ladies. This is due to the fact that the goods sold in that way are, for the most part, household articles. I believe that the department in question has had considerable to do with the steady increase of trade with women buyers, which has marked the progress of our business.

Capturing Trade of Ladies.

By way of digression, it may be remarked that the Stanley Mills Co. estimate that fifty per cent. of their customers are women. This is truly a remarkable showing. It is doubtful, very doubtful, if the typical hardware store of a decade or so ago could claim more than ten per cent. Women did not care to enter the dingy, ponderously stocked stores of those days and left the hardware shopping to the men. The introduction of plate glass windows, metallic ceilings and "silent salesmen," has been gradually changing this but few hardware stores are doing yet anything like the trade they should have with lady shoppers. It is worth while considering, then, how Stanley Mills & Co. managed to bring about this seeming miracle.

The policy of the store for years past has been shaped in that direction. In the first place an effort is made to keep the store neat and inviting always. This is a prime essential, for ladies do not care to shop in a store which presents an untidy appearance. Prompt and courteous service is given. The clerks strive to please the lady customer in every way and invite her to return. Attention is paid to complaints, and the advertisements are planned very largely with an eye to the female reader. In fact, in every ad., in every circular sent out, there is some note especially for the attention of the ladies.

The results have been far reaching. Women shoppers have acquired the habit of visiting the Stanley Mills store and have taken there a good share of the trade which so often drifts elsewhere in household goods, kitchen utensils, cutlery, etc.

In a Smaller Store.

To return to the original topic. The small-goods counter is found to be a success in a large retail business; how about the smaller store?

Recently the writer visited the establishment of Howie & Feely at Brantford. Near the front of the store was a large table loaded with goods of a miscellaneous character. The table was divided into sections and a price tag over each section showed that a common price was asked for everything shown.

"That is a regular clearing house for odds and ends of stock," explained Mr. Howie. "When we find that we have on hand certain small articles which have been in stock too long, we put them up there and mark up the price. They are soon sold. The contents of the table are changing almost daily.

"For instance, look at those saucepans. We had about a dozen of them on hand and were beginning to think people had stopped calling for saucepans. We put them out there yesterday and now there are only four left. It is the same with everything we display in that way. Sales come quickly and without any solicitation."

For Kitchen Showers.

The method is found particularly useful at the present time. Kitchen showers are much in demand at this season and there is, consequently, a steady call for the many small articles needed in the kitchen.

"But," some dealers will urge, "we haven't got the room."

Then make room. It should always be possible to find the means to carry out a measure which spells profit. And then, when you come to figure it out, not a great deal of room is needed. Some stores use a table for the purpose, about ten by four feet, sometimes even smaller. It is advisable, of course, to devote more space to the purpose, if at all possible but it is surprising what a large assortment of goods can be shown, even in so small a space.

The place commonly adopted for the novelty table or counter is the centre of the store. Here it cannot be overlooked. Every customer sees the goods no matter how short his or her visit may be.

The department will "run itself" to a certain extent. The staff of the store can do much, however, to help along sales.

"Is there anything else?" the salesman asks. "We have a few bargains over there on our specialty counter today. Perhaps there is something you would like."

A brief word in this way to each customer helps to make the department a big success.

METAL COMPANY EXPANDING.

The Canada Metal Co., of Toronto, have now moved into their new premises on Fraser Ave., which have been built upon the old baseball grounds. Their new factory will afford much better facilities than their old location on William St., being much larger and having the advantage of railway sidings. They are using an automobile for their city deliveries.

WOULD NOT MISS AT DOUBLE PRICE.

Lemberg, Sask., May 15, 1911.

MacLean Publishing Co.,
Toronto.

Gentlemen, — Kindly find enclosed cheque for Hardware and Metal, which we would not miss for double its price per year.

Yours truly,
J. Landreth, Jr.

Our Page for Hardware Clerks

Intensive Selling

Getting All There is Out of a Given Territory — Try to Sell More to Each Customer—An Application of Modern Agricultural Methods to Hardware Salesmanship.

The farm is the mainstay of our country. But there are various kinds of farms, and various kinds of farming. There's farming—also, there's intensive farming.

In the old days, if a farmer wished to make more money, he bought extra land and put in additional crops.

Nowadays, when a farmer wishes to make more money, he pays closer attention to the land he has, and raises a larger crop, and a better quality of stuff from the same area.

The first sort of farming is extensive; the second is intensive.

Selling is just the same. There are salesmen who go on the time-worn and shop-worn assumption that there are just so many customers, and that they will purchase just such-and-such a quantity of goods. If a merchant is to make more money, there is only one way—by the addition of new customers.

And there are other merchants—and these are the kind that succeed—who aim, not merely to increase the number of customers, but to sell more to each individual.

With these last there is more to the selling of an article than just handing it over and ringing up the amount received.

Here comes a customer who wants a pane of glass. He desires a particular size.

"Single glass or double glass?" enquires the intensive salesman. He proceeds to point out that the difference in cost for that particular size—the difference between 35 cents and 60 cents—is more than made up by the difference in durability and the better light furnished. The argument suggests to the customer's mind new possibilities. He may still buy single glass; but the way is paved for the sale of double glass in the future, and the buyer, in this slight degree, is educated on the subject of quality.

"How much putty would you like?" is a question which reminds the customer of an item which six buyers out of ten forget. Putty is cheap—all the more reason then, why every buyer of a pane of glass should buy also a few cents worth of putty.

"And," adds the salesman, "have you a supply of glazier's points?"

Here the customer scratches his head. He doesn't know what glazier's pionts are till you show them. Then he remembers what a deuce of a time he had putting in the last pane of glass, and how the wind later whisked it out, putty and all.

Incidentally he remarks that he is busy, that he doesn't know when he'll find time to put in the pane. In fact, he adds, there are very likely half a dozen panes in the house badly cracked or broken, but which still manage to endure stuffed with rags.

"Why don't you let us do the work for you—and do all six while we're about it?" is the natural question for the intensive salesman to put.

The intensive farmer gets all he can out of his land. He does it by cultivating and fertilizing. The intensive salesman isn't satisfied with just the one sale which each customer brings. He uses that one sale as a foothold, from which to reach out for the additional sales to which it logically leads. The first sale is important chiefly for the prospect it gives of adding other sales, and the opportunity it affords for cultivating a customer, and, through the loophole of his present patronage, securing a strangle-hold upon his permanent goodwill.

GIVE QUALITY GOODS A CHANCE.

In a west-end Toronto hardware store, the other day, the writer witnessed an exhibition of salesmanship which showed the weakness of the clerk, and his inability to push quality goods.

A lady came into the store, and said she wished to buy a pair of scissors, and the clerk brought out two pairs of about the same size.

"These," he said, "are seventy-five cents, and those forty-five. The forty-five cent ones are just as good, but in the others, you pay for the name."

The lady looked at the seventy-five cent pair, and read out the name of a very well known and reputable manufacturer, which was stamped on the blade. Then she picked up the cheaper pair, and read the maker's name, that of an obscure manufacturer in the same city.

"Why these are both made at the same place? she exclaimed. "Don't you think it possible that the cheaper scissors are only seconds put out by the same firm? They are certainly not as well finished."

"Oh, no," replied the clerk, "they are made by different firms altogether, only the seventy-five cent pair are made by a firm with a great reputation, and you pay for the name. You try these others and you will find them all right."

The lady took the cheap scissors. In the face of the clerk's strong recommendation, and presuming that he knew what he was talking about, she could scarcely do otherwise. If the clerk had only given the higher grade scissors a fair chance, he would no doubt have been able to sell them, and, besides giving the customer better satisfaction, it would have brought the dealer more profit.

Why did not the clerk, in bringing out the two pairs of scissors, speak in this way:

"We carry these two grades in stock. This one is manufactured by one of the best known firms in the United States, and is of high quality. It sells for seventy-five cents. This other one is only forty-five cents and, of course, is not so well finished as the more expensive scissors. For the price, however, they are splendid scissors, and will give you good service."

A talk such as this, while certainly not pushing the quality line, would have given the customer an opportunity to choose for herself, whether she wanted a good or only a moderately good article.

Does this instance give any clue as to why so many Canadian dealers say: "I cannot sell high priced goods here. My trade demand the cheaper grades."

APPEARANCES SOMETIMES DECEIVE.

Unfailing courtesy is one of the most valuable assets of the successful hardware clerk; and it must be unfailing, in order to be effective as a means of gaining success.

Sometimes an unkempt looking person comes into the store, and there is an evident disposition on the part of the clerks to find themselves very busy about little nothings in the back part of the store. Or perhaps it is someone who has the reputation of being a "regular grouch." The clerks do not want to wait on him, for it is not exactly a pleasant occupation.

However, one goes forward with his accustomed smile and speaks courteously to the customer. He shows him a good line of the articles of which he is in need and, whether he makes a sale or not, does his duty and shows his fitness for his position and for future advancement.

It very often happens that the roughest looking persons prove to be the best customers and, when settling for their purchases, pull out a roll of bills that would be the envy of many better dressed visitors to the store. The writer has seen this exemplified many times, and it is the clerk who can be courteous and attentive at all times, who has the satisfaction of making big sales at times to most unpromising looking prospects. Courtesy is something which does not cost the clerk any money but which bring him ample rewards.

News and Methods of Canadian Hardwaremen

Opportunities Presented by Vacuum Cleaner Clubs—Effective Window Displays in Chatham—The Cash System Spreading.

FISHING TACKLE TO THE FORE.

St. John, N.B.—The demand for fishing tackle, baskets, etc., has been quite encouraging, and the window displays in many of the local hardware stores during the past week have been made very attractive by tempting showings of the latest fishermen's and sportsmen's equipment. The latter part of last week in particular, the local store windows of the hardware dealers had many different lines of sporting goods displayed, because of the fact that on the holiday, Victoria Day, hundreds of the followers of Isaak Walton would seek the woodland streams to indulge in their favorite pastime.

One of the merchants featured in his window the handiness of having a fully equipped basket, and he had several of different sizes and designs displayed to advantage, while not overlooking the need of showing fishing rods, and lines as well. Baskets with various apartments for storing dishes, food, cooking utensils, and the result of the catch, were widely shown, and the usefulness of themselves and their contents was at once apparent.

STARTING ON CASH BASIS.

Emerson, Man.—Charles Whitman has bought out the stock of the Hamilton Hardware Co., and has started in business. He has added very considerably to the old stock and is carrying a number of new lines.

Fred Linton has been placed in charge and it has been decided to conduct the business on a cash basis. In his opening announcement Mr. Whitman says: "Believing it to be in the best interests of all concerned, I have decided to do a strictly cash business—pay cash and sell for cash."

Mr. Whitman believes that this is the only way to conduct a retail business with the greatest measure of success and intends to rigidly carry out the cash principle. His intention, according to his advertisements, is to sell at a smaller margin of profit but to have the cash down on every purchase which he believes is better than getting a larger margin but having to wait for the money.

SOME SEASONABLE WINDOWS.

Chatham, Ont.—The possession of three separate windows enables Stephens & Douglas to make three simultaneous displays. The policy of featuring timely lines of goods in the window displays is adopted by this firm. Three very timely displays are being given this week. The large window is devoted to a "hot weather" display, very appealing in view of the prevailing high temperature. A refrigerator is shown in the background, together with small oil stoves, fireless cookers, screen doors and similar hot weather lines. Ice cream freezers of various devices are given prominence in the foreground. A sporting goods display is shown in a smaller window, baseball gloves, bats, balls and masks being among the articles shown, while the back of the window is curtained off with hammocks. In the small side window there is a grass-cutting display, the back and sides of the window being hung with coils of hose. Lawn mowers, with and without baskets, grass clippers, mower sharpeners, lawn sprinklers and other lawn appliances are arranged in the foreground. The idea of grouping a number of different articles together according to the use to which they are put is carried out in all three displays.

The Willard Hardware Co. has an automobile on display this week—that is, a hardware automobile. The wheels are constructed of hose and hose reels, poles being used for axles. The frame is a step-ladder, while the front box is formed of screens, lighted by large and small lanterns, the steering wheel is from an express waggon, and a bread box constitute the seat. Shade is provided by a huge white umbrella. The moral is embodied on a sign card: "You auto come here first and then you won't have to runabout elsewhere for your hardware."

The Chatham Malleable Steel and Iron Co. will shortly commence the construction of a new factory 100 x 40 feet, and two storeys high, in the new factory district in the southwestern part of the city, Moore & Stephens have the contract for the factory, which is to be completed by July 1.

VACUUM CLEANER CLUBS.

Parkhill.—Vacuum cleaner clubs have been formed in connection with the Women's Institute of Parkhill. Each member pays $1, and has the use of the cleaner once a month as long as the cleaner lasts. Three clubs have now been formed in the town, which has been divided into three sections so that the members of each club may be as near together as possible. Each member is required to make her "dates" with the woman in charge of the club.

This idea opens up a new line of thought for the live hardwareman. There are, no doubt, a good many housekeepers who recognize the advantage of vacuum cleaners, but whose means will not permit their owning one themselves. If five or six of these people could club together for the purchase of a vacuum cleaner, the cost would not fall very heavily on any one of them, and yet they would be able to have frequent use of the cleaner.

In a club where the members contribute only one dollar each, as at Parkhill, too many people would be interested in the one cleaner, and it would not only be hard on the cleaner, but also unsatisfactory to the members whose use of the machine would be very limited.

The dealer who organizes a few of these vacuum cleaner clubs and sells them the cleaners, will find himself well repaid for his efforts. There are possibilities in every town or village, for the working out of this idea.

HELD GRAND SPRING OPENING.

Seaforth, Ont.—A Hardware and Metal representative, who recently visited this town, was interested in hearing of a grand spring opening held by McIntyre & Edge on Friday and Saturday, April 28th and 29th. This firm are successors to the old firm of Reid & Wilson, and have had excellent experience, Mr. McIntyre having spent twenty-five years with some of the largest retail and wholesale hardware firms in Ontario, while Mr. Edge spent a similar period in general contracting.

The occasion of the grand opening, was the completion of extensive alterations and improvements in their store, which were undertaken with a view to permitting customers to see at once, the goods they required, and to select quickly.

To boom the opening, large circulars, 34x12 inches in size, were circulated, containing prices on one hundred hardware articles. It was announced on the circular, that, with every purchase of one dollar, a pound tin of axle grease would be given free, and, with every purchase of three dollars, a pail of axle grease was the premium. This offer made a direct appeal to the farmer, and proved very successful.

DECLINE OF GAS STOVE SALES IN LONDON.

London.—A report in one of the London papers the other day of the firemen being called out twice within twenty-four hours on account of gasoline stove explosions, brings to light the fact that the sale of these stoves has almost reached the vanishing point. Only one dealer in the city, it is said, now stocks them at all. Oil stoves are most popular for summer use, especially with cottagers, and in the city where gas connection is obtainable, the gas stoves have sway. With the expected advent of natural gas, the outcome may be accurately estimated.

RUNS SUMMER HOTEL.

Charles C. Lee, hardwareman, plumber and steamfitter, of Goderich, is also proprietor of the Hotel Sunset, a summer outing house with one hundred rooms. M. Craigie, the head clerk in the store is also head clerk at the hotel during the summer months and the two establishments are run under the same management.

A "COMPARISON BOOK."

Hamilton, Ont.—Stanley Mills & Co. use a "comparison book" which they find extremely useful. It is used to enter the amount of business done each day together with the state of the weather. The records are kept for reference and it is thus possible to find out how the business done each day compares with the record for the same day of the preceding year. The report on the weather is very necessary as it explains many things which would otherwise be hard to understand. For instance, if a Saturday in February 1910. showed a remarkable falling off, it would be hard to understand but if, in the next column, the words "severe snowstorm" appeared, the shortage would be explained.

HARDWARE TRADE GOSSIP

Ontario.

A varnish demonstration was held in D. Mistele's store, Rodney.

W. T. Cotter, of the Fort William Hardware Co., is on a visit to Kenora.

C. W. Gaetz, of Leduc, Alta., has engaged Wm. McGregor, of Ottawa, as a tinsmith.

The Guelph Stove Co. are planning an addition to their plant, to be erected this year.

Vantuyl & Fairbank, Petrolea, held a varnish demonstration last week, which was largely attended.

Gil. Julien, 51 Sweetland Ave., Ottawa, has retired from business, having sold out to Ernest Glande.

Wm. Challenger, president of the Challenger Athletic Goods Co., died at his home, Toronto, on Saturday last.

Major Milton Adams, of Adams & Vandusen, Picton, was in Toronto attending the Grand Lodge of the Maccabees.

David Traill, hardware merchant, Walkerton, has been appointed president of the Bruce county hospital board, to succeed the late Alex. Shaw, K.C.

W. Gordon Madge, formerly clerk in F. A. Campbell's hardware store, Mitchell, and recently employed in Kirkton, has accepted a position in Rosetown, Sask., as clerk and bookkeeper.

The football team of the Standard Valve and Fitting Co., Guelph, defeated the Taylor-Forbes eleven by one goal to nought. Both teams are entered in the Guelph Football Association.

George Leroy, for several years clerk in Johnston & McKenzie's hardware store, Picton, has gone to Harrow, Essex County, where he has accepted a position in a general hardware establishment. He will remove his family from Picton in a month or two.

Thos. Birkett, of Thos. Birkett & Son, Ottawa, denies that the firm would be included in the proposed merger. To a newspaper representative, he stated that all he knew of the matter was what he had seen in the newspapers. His firm had not been asked to join the merger.

Allan Scheifele, formerly of Bechetls, Ltd., has accepted a position on the staff of M. Weichel & Son, Waterloo.

The Imperial Manufacturing Co., of Warren, Pa., have purchased a site at Welland, and will erect a factory for the manufacture of saddlery hardware and different kinds of specialties in small hardware lines. The building will be two storeys in height, with dimensions of 60 by 52 feet.

Quebec.

A stranger entered the store of J. B. Miller, Montreal, and asked the price of a gun in the window. Mr. Miller gave the price as $14 but the stranger offered him a quarter for it and then pulled out a revolver and threatened to riddle the dealer with bullets. He was arrested.

Western Provinces.

W. L. Thomas is opening a hardware store at Silton, Sask.

Henry James has started a hardware business at Silton, Sask.

The Manitoba Sheet Metal Works have commenced operations in Winnipeg.

John McArthur & Co., tinsmiths, have started in business at Edmonton.

M. McLean has started a hardware and implement business at Simpson, Sask.

Wilson Bros., Penhold, Alta., have sold their hardware business to Stewart Bros.

McCulloch Bros., dealers in hardware and implements at Beiseker, Alta., have sold out.

The H. G. Goodeve Hardware Co., Coleman, Alta., are moving into their new quarters.

Geo. H. McDonald, Strassburg, Sask., has sold his hardware and implement business to Rodger Bros.

S. M. McKinley, hardware dealer and plumber, Ninga, Man., has sold his business to A. F. Johnston.

The merchants of Duncan, B.C., will close at one o'clock on Thursdays through the summer months.

Mr. Colback, late of Virden, Man., has accepted a position with the Midale Hardware Co., Midale, Sask.

It is stated that the new brick and steel warehouse of the Wood, Vallance & Leggat Co., Vancouver, will cost $300,000.

The by-laws concerning the location of the Alberta Foundry & Machine Company, Glass Works, ($80,000), Gordon Wire & Nail Works, $40,000, and Preston Planing Mills will be submitted on May 26 to the ratepayers of Moose Jaw.

The Winnipeg Ceiling and Roofing Co., have completed a large new factory at St. Boniface, Man. Five acres of land have been roped in for the accommodation of working plant and storage, and a set of buildings of the most modern type have been erected. These are of brick and stone upon concrete foundation, with slow-burning metal protected interior.

Maritime Provinces.

Ernest Dryden, of Sussex, has taken a position in Jas. S. Neill's hardware store, Fredericton, N.B.

NEW OFFICERS APPOINTED.

A reorganization of the Pease Heating Co., Toronto, has been effected whereby F. J. McKinnon becomes president. J. L. Ross remains as vice-president and treasurer. R. B. McKinnon becomes secretary and salesmanager, vice J. N. Bell, who has gone to Winnipeg as manager of the Pease-Waldon Co. The change may result in an enlargement of the operations of the company ultimately but no immediate changes will result.

DUSTLESS ASH SIFTERS.

An ingenious device for sifting coal ashes, which is manufactured by the Grier & Dail Manufacturing Co., of Lansing, Mich., is described in a booklet which they have just issued. The first page is devoted to an article reprinted from The Saturday Evening Post entitled "The Waste of Anthracite," which gives some startling facts about the amount of coal wasted through not sifting the ashes. The construction and operation of the Lansing Dustless Ash Sifter are fully illustrated in the booklet.

WARNING TO SUBSCRIBERS.

While W. Keppel White, who was arrested on the Island of Grand Manan, in the Bay of Fundy, for collecting monies on behalf of the MacLean Publishing Co. without authority and who broke jail, is now in the United States, it is not improbable that he may return, and attempt to continue his operations, at a later date. It will be remembered that this was not his first offence. Nine months ago he was let off on suspended sentence at Sydney, N.S., for a similar offence, and almost immediately began operations again.

He is described as of light complexion, five feet six inches in height, and weighing about one hundred and fifty pounds. He is clean shaven, and, when in Grand Manan, wore a light rain coat and stiff hat.

DESTROYED BY FIRE.

Lanark, Ont.—At an early hour on Saturday morning, a fire was discovered in the tinshop of Taylor Bros. Before the flames could be overcome the tinshop and storehouse, with the entire contents were destroyed. Damage was also done to adjoining property. The loss on the building, which was owned by J. D. McNab is placed at $1,000 and on the stock at $4,000 with $2,000 insurance.

The origin of the fire is a mystery.



A GROUP OF STOVE SALESMEN.

Gurney Foundry Co.'s Eastern Sales Force Assembled in Convention at the Firm's Headquarters in Toronto.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54.

MARKETS IN BRIEF.

Toronto.

Tin—Advanced 1 cent. All metals firmer.

Turpentine—Down 8 cents.

Montreal.

Tin—Advanced to 47 cents.

Turpentine—Down 9 cents.

MONTREAL.

Montreal, May 26.—The metal markets have been rather interesting during the past week, tin contributing most of the feature movements. The price in the London market advanced to the £200 mark to all purposes reaching the high figure attained during the winter. The domestic followed up the scale in sympathy with the primary market, and reached 47c. The market has been unsettled under this recent movement and a break is expected. Pig iron has been rather quiet, the only interesting item being a little flurry in English quotations for Middlesboro' brands. This is taken more as a speculative movement than a regular market advance.

Pig Iron.—Practically a waiting game is being played in regard to pig iron. Canadian furnaces are working away, but it is a question how much of their output reaches the market. One authority remarked that the tendency is not to sell at present prices as there is no profit in business on the present basis. The iron is being piled in the yards rather than sold now and is being held until a better feeling prevails. Of course there is business going on but the furnace owners are not attracted by present prices. In the United States there is a prevalent quietness and only those that are favorably located are willing to sell at present prices. The consumption of iron is good and Canadian foundries are considered to be doing as well as at any previous time. One of the steel casting companies is making enquiries for 5,000 tons of pig iron to be delivered throughout the season of navigation. Iron is coming steadily from across the Atlantic for delivery within the Montreal district but not beyond its confines, with prices at the present level. Middleboro' brands of iron have gone up a shilling of late but the movement is regarded as speculative. Prices on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Tin.—This market is regarded as erratic by the local trade and until the 26th was considered to be very unsettled. It was next to impossible to quote prices with any feeling of confidence and in any event they were looked upon as merely temporary. The primary market reached the high figure of £200 under the manipulation of the syndicate and evidences are not wanting to show a corner in tin. Local quotations advanced to 47 cents, showing an increase over last week's advance.

Copper.—The market has shown a stronger tendency of late but locally the situation does not point to any appreciable change. Demand is steady and the local price is unchanged. The feeling shows some improvement over last week.

Other Metals.—Lead and spelter are steady with a fair demand but without any special feature to the market. The latter market is firmer in tone but in actual change there is no material difference.

Scrap Material.—Heavy lead is in good demand just now and enquiry shows considerable improvement. There is generally a better feeling with quite a lot of business passing. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, May 26, 1911.—The feature of this week's metal market is the stronger position of tin. The English syndicate who have dominated the situation for some time past are said to have the visible supply cornered until the end of June, at least, and they have deemed the time opportune for the advance in price which they would no doubt have forced several weeks ago had consumption been at all large.

Latest advices from the Old Country are to the effect that tin has advanced £6 per ton, as a result of which local metal merchants have raised quotations 1 cent per pound.

The primary metal markets all show greater strength this week. The commercial situation generally is clearing and the buying which has been withheld for so long is expected to materialize in the very near future. Jobbers here are quite hopeful regarding business for the last half of the year. This is largely due to the fact that, with the Standard Oil case out of the way, business in the United States is picking up, and Canadian business may not longer be threatened by the stagnation across the line, which has clouded the situation here of late.

Tin—This metal is now on the upward move. The English syndicate, having cornered the supply for the whole of June, have deemed themselves strong enough to manipulate a "squeeze." Local prices are now 46 to 47 cents per pound.

Antimony—The same stagnation exists as has been noted from week to week. There is nothing doing locally, but prices are held at the same figures as have been quoted for some time past.

Copper—There is a good volume of business passing and prices are firm. No change is reported from last week's quotations.

Aluminum—A very satisfactory demand is maintained and brisker business is expected to eventuate before long. The price quoted here is still 20c per pound.

Plates and Sheets—The situation is substantially the same as last week. Sellers are looking forward to contracts for the last half of the year being placed very soon, and are consequently watching the market closely. The slight improvement noticed in the United States iron and steel trade lend some color to the opinion that prices will not be lowered to any extent for the last half of the year.

Pig Iron—The foundries in this district are all exceedingly busy, and an improved tone is noticed in the pig iron situation. The better grades of pig have been in good demand, and indications point to a large consumption of foundry grades during the balance of the year. Prices remain as follows: Canadian Foundry No. 1 is $19 and No. 2, 50 cents a ton less. Old country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Deliveries of domestic lead are being held up on account of the trouble experienced at the Trail smelter, in procuring supplies of coke. However, there is plenty of English lead available. Primary markets are stronger, and local quotations are quite firm at last week's figures.

Spelter—Transactions are fairly large. With foreign quotations stiffening, prices here are firmly held. No change is reported.

Old Materials—Business is showing much improvement since the advent of real summer weather. Prices remain as follows: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

DEPENDING ON OTHERS.

It is well to remember that the successful man does not do all the work himself.

Most men who have succeeded, have been surrounded by able assistants. No dealer should be afraid of placing certain duties on his clerks for fear they will not be able to do it properly. Perhaps there are many things that they might do better than their employers.

If the merchant's advertising has not been up to the standard let him give some of his clerks a chance to write the copy. He might discover to his advantage to get them to suggest new ideas and to carry their ideas into use. If a dealer follows only his own ideas, he is apt to get into a rut.

HARDWARE MARKETS

MONTREAL.

Montreal, May 26.—The trade of late has been steady with an improvement noticeable in those departments in which there has been a slight falling off in business. The greatest activity probably centres around seasonable goods for which the demand has been extremely heavy since the warm wave set in. All kinds of lawn goods such as hose, sprinklers, lawn mowers and other accessories, together with ice cream freezers, refrigerators, hammocks, screen wire, etc., have been moving out well and in some cases "over work" was reported. The orders arrived with a rush and were for immediate shipment and naturally employes of the jobbing houses welcome additional work with the weather man establishing heat records. At any rate an impetus was given the demand for seasonable lines. Builders' hardware is moving out consistently, orders coming in freely from all parts of the country. Silverware has been prominent of late, suggesting the demand next month will bring.

Contractors' and Builders' Supplies.—From the orders that have been coming in to the local jobbing houses it is evident that a vast amount of contracting and general building work is now in progress. Orders for all tools used in building operations, hammers, shovels, pulleys, etc., are coming in rather freely and in construction work the present year should make a great showing. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Harvest Tools.—The demand from all parts of the country for harvest tools is brisk. The trade are apparently beginning early to stock up in preparation for the business in these lines that will soon be coming their way. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Lawn and Garden Tools.—Business in these lines is steady and assumes considerable proportions. The time for demand in this department will extend for quite a time yet, and retailers should not overlook their opportunity. Some prices quoted are: Lawn rakes, $3.75 to $5 a doz.; garden sets, 25c to $1.50 per set; border knives, $4.80 doz., net; garden trowels, 60c to $1.50 a doz.; garden shears, plain 8-in., 55c; with notch, 8-in., 60c; long-handle border shears, $1.15 each; long-handle surface shears, $1.05 each; lawn mowers, low wheels, 7 in. diameter 12 in. width, $2.55; 14 in., $2.65; 16 in., $2.75 each; medium wheels, 9 in. diameter 12 in. width, $3.30; 14 in. $3.55; 16 in. $3.80 each; high wheels, 12 in. width, $4.15; 14 in., $4.40; 16 in. $4.65; 18 in., $4.90 each; lawn rollers 20 in. diameter, from $13 to $18 each; garden wheelbarrows, small, $2.25; large, $3; garden spades, $6.25 a doz. upwards.

Wire.—There is a continued steady demand for wire. Prices remain unchanged. Enquiry is coming from all parts of the country. Some prices are as follows: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

Spring Lines.—The local houses report a steady trade in general seasonable goods. There is a good demand for screen wire and for door and window screens. Hammocks, garden hose and other kindred lines are included in the average order. Business has shown improvement of late in this department. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a dozen; hose couplings, ½ to ¾-in., $1 a dozen; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz; 24-in., $34 a doz., and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards; garden wheelbarrows, $27 a doz. The discount offered is 50 and 50 p.c.

Household Utensils. — Under this heading ice cream freezers are prominent from the fact that they are bringing many orders of late. Jobbers like to suggest that retailers should push this line just now. Washing machines are also going well. Household utensils of a general nature are all in fair demand. Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt. $1.50; 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

TORONTO.

Toronto, May 25.—There has been a steady increase in business during the past three weeks until, at the present time, the demand has reached a point where the jobbing houses find it difficult to meet the situation. The improvement, in fact, has been very marked and it is now estimated that all the lost ground has been regained with a little to spare. By the end of May, the record for 1910 will have been nicely outdistanced if the present pace is maintained.

The extremely warm weather of the past week has increased the demand very materially for certain lines and rush orders have been received in large number.

Prices have remained stationary, the general tone of the market being firm.

Seasonable Goods.—There is a vertible clamor for warm weather goods. Rush orders are being received for refrigerators and a large sale in all grades is reported. Screen doors are also moving out as they can be shipped. The evidences of activity on the part of old Sol and the advent of the fly have brought out large orders for mosquito netting, awnings, verandah shades and hammocks. There have been particularly large shippings of hammocks during the past week. Ice cream freezers are "selling like sixty"—to quote the enthusiastic opinion of one jobber. Lawn mowers are in heavy demand and the same can be said with reference to all such goods as garden hose, clamps, couplings, sprinklers, nozzles, rakes, watering cans, shears, spades, wheelbarrows, etc. Many of the orders are of the sorting up variety but quite a few merchants seem to be buying these goods for the first time this season.

Household Goods.—All articles used in the household are selling well. Demand for house cleaning and moving articles has fallen off considerably with the advance of the season but there is still some call. Tinware and graniteware sell briskly as at practically all seasons of the year. Vacuum cleaners continue to sell and it is apparent that there is an increasing demand from householders.

Builders' Hardware.—The improvement shown in the last month has become even more marked and the demand is now exceptionally large. Builders are already drawing regularly on the retail dealer for supplies as well as tools. Reports received from different sections of the country indicate that earlier reports as to the extent of the building operations were not exaggerated and that conditions will be fully as active as had been anticipated.

Heavy Hardware.—There is a steady call for heavy goods such as chain, tackle, pulleys, etc., for use on construction work. Barb wire is starting to move steadily as the farmers are now hard at work in the fields and there has been a heavy call for wire fencing. Nails, bolts, nuts, screws, etc., are all selling well. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Stoves and Heating Goods.—Business is confined pretty largely to gas stoves and oil stoves. The demand for gas ranges has been larger than ever this year and, now that the exodus is starting to the summer resorts, the call for oil stoves, which are used very largely in cottages, has been heavy. In fact, the manufacturers have found some difficulty in keeping up with the orders. Heating accessories, such as pots, pans, kettles, etc., have been moving briskly.

The Western Hardware Market Situation

Fall Lines Receiving Attention —Fine Weather and Good Crop Prospects Encourage Buying—Money Rather Tight and Collections Slow—No Price Changes But Paint and Oil Market Weaker.

Winnipeg, May 26.—The fine weather of the past week is resulting in heavy orders being placed with Winnipeg hardware jobbers. Crop prospects are splendid, at the present time, so that the situation is very satisfactory in almost every respect.

Western dealers are now ordering fall lines, and harvest tools are in specially good demand. The trade in builders' supplies is also heavy, showing that Western expansion is going on apace. Another evidence of growth in these provinces is the multitude of new hardware stores which are opening every week.

Some dissatisfaction is expressed regarding collections. The banks are holding money awaiting sure crop reports, and, although this is undoubtedly the safe method to pursue, it curtails the money in circulation, and, in a growing country, tightens collections.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.50; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.65; Queens Head, 20, $3.85; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.55.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The market in paints and oils is very active and a large business is being done. Prices, however, are not so firm as last week, in some lines, and a decline in turpentine may be expected. In the meantime, we quote as follows:

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05; small lots, $1.10.

BUSINESS GROWING IN INTERIOR OF B. C.

Vancouver, May 23.—A realization of the business done in the interior of British Columbia may be gained when it is known that during April the Wood-Vallance Hardware Company, of Nelson, B.C., brought to that city nine carloads of hardware material for distribution to points reached from that commercial centre. In March, this firm imported six carloads. The company has found it necessary to obtain additional warehousing room and purchased the Ashdown Hardware Company's building and track.

A recent visitor to this city was R. T. Crane, of Chicago, founder of the firm of Crane Company, which has a large store in Vancouver. He is over 79 years of age, and his business has 42 branches and 16 factories. While here he inspected the site where his company is to erect a $300,000 warehouse on Beatty street. J. E. McIlreevy, the local manager, looked after the party while they were Vancouver.

STRIKE HURTING BUSINESS.

Kingston.—The strike among the stone masons, the stonecutters and the masons' helpers is hurting the hardware trade somewhat, as everything is tied up in the building line, and of course there is not the same demand for tools and material. It is three weeks now since the strike started, and at the present time of writing there is no sign of a settlement, although a big effort was made this week to have the matter settled by arbitration. Three weeks of fine weather has been lost, and building operations have been tied up.

Your correspondent had something to say a couple of weeks ago about a record sale of bicycles. Dealers still report that sales are brisk.

Harvey Milne, a leading dealer, sold three wheels in five minutes the other day. This is certainly a record. The three customers had, of course, been looking over the wheels before, but it so happened that they all came about the same time to look them over again, whenthe sales were finally put through.

Methods of Retailing Paints and Varnishes

How Travelers Can Help the Dealer

Retailers Should be Kept in Touch with All the Latest Information with Reference to the Use of Paint—How Traveler Made Good Customer for a Retailer Dealer.

"The chief difficulty that most of my customers find in selling paint," declared a traveling salesman with a Canadian paint house, "is that they do not know enough about the subject. Customers ask questions about the application of paint that the dealer cannot answer. The customer probably makes some mistake in putting on the paint or varnish, that he buys, and gets poor satisfaction from it and he blames the dealer."

There is considerable truth in this. The dealer does not as a general rule know as much about the uses, and misuses, of paint as he should and customers, as a result, are not usually given much instruction when they make purchases. It is even true that in some stores a customer cannot get what he wants because the man waiting upon him has only a vague idea of the stock in the store and the uses of each brand.

Now here is where the traveling salesman comes in. He can do much to help the dealer in this matter. An instance came to the notice of the writer last week, which illustrated what a traveler can do to help. A demonstration of the use of a paint remover was being held in the store of P. H. Finkle, Queen street west, Toronto. During the second day of the demonstration a gentleman, residing in the neighborhood, dropped in for some floor paint. He told the dealer what he required, professing to be a little puzzled as to the way of applying the same. The traveler, having a half hour off, offered to accompany the man to his home and show him just what to do. He found the floors required special treatment, being rough in spots and full of knots. He went to some pains to explain just how the cracks should be filled, the knots bleached and the stain applied.

By so doing, he made a satisfied customer for the dealer and, consequently, for the brand of paint he was selling.

This form of assistance could not, of course, be converted into a regular practice by any means. The traveling salesman has plenty to do without running around explaining matters to the customers of the retail dealers. The incident is merely quoted to show that the traveler has it in his power to render valuable assistance to the dealer, if he cares to do so.

How it Can be Done.

Of course, the best method to pursue is to give the information to the dealer and his staff and thus place them in a position to hand it on to the customer. After making a sale, get the staff together and tell them what you can about each article on the order list. In the first place impress on them the importance of explaining such matters to each customer. The average customer has too much confidence in himself to ask for instructions in such a small matter (to his mind) as the application of paint. It therefore devolves on the salesman to throw out a few suggestions as to the way of thinning the paint, preparing the surface and applying the liquid. The customer will become interested, will realize that there are, after all, somethings that he should know and will feel highly grateful to the clerk.

Impress that point first, the necessity of volunteering information. Then proceed to tell the staff what they should in their turn tell the customers. It will take a few minutes only and it will almost certainly save much after trouble.

By doing this, the traveling man will be working in the best interests of the firm he represents. He should realize that the average customer knows little or nothing about paint and will probably get far from satisfactory results if left alone. The customer is then practically certain to complain, "That paint you sold me was no good," the customer will say. He does not take his own ignorance and faulty handling into account. The dealer may take the same view. If a number of such complaints are heard, the dealer will begin to think that he is carrying a poor stock and losing custom thereby. Next time the traveler for that make of paint comes around, he finds that his erstwhile customer has put in a rival's paint.

It follows that the traveler benefits as well as the dealer, if the latter knows enough about paint to work up a good business. It is, then, in the traveler's own interests to do all he can to improve the standard of retail salesmanship. This he can accomplish by undertaking to spread as much knowledge as he can among hardware dealers and clerks.

PAINT WINDOW AT NEW WESTMINSTER.

H. T. Kirk, of New Westminster, past president of the British Columbia Hardware Association, had a very effective paint display in his window, at the opening of the present season.

For the background and frame of the window, liberal use was made of advertising matter supplied by the paint manufacturers, and sample tins of the vatious products carried in stock, were shown in attractive arrangement. These samples furnish a good idea of the extent and variety of Mr. Kirk's paint stock. This display undoubtedly succeeded in increasing Mr. Kirk's sales of mixed paints.

Roy Grills, formerly with the Binkley Co., has joined the staff of the Geo. Taylor Hardware Co., New Liskeard, in the capacity of bookkeeper, vice Mr. Pearson, resigned.



How H. T. Kirk, of New Westminster, Boosts His Paint Department.

Burlaps a Profitable Line for Dealers

Open New Possibilities for Business—Will Increase Demand For Interior Paints—May be Re-decorated When Desired — Hardware Dealer is the Natural Distributor.

Canadian retail hardware dealers should be interested in decorative burlaps. A number of reasons may be given for this assertion. In the first place burlap is being regarded with more and more favor for uses that greatly increase its demand. In other words its poularity is rapidly growing and the openings it is finding will be given further attention later. Another reason is that decorative burlaps are as natural to the hardware man's stock as is paint, varnishes and the other similar goods that are now in demand. For both these reasons and the fact that where new business is presented an effort should be made to secure it, burlap commands the attention of the trade.

What It is.

It is hardly necessary to state what burlap is. Everyone has seen and admired the effect secured in hotel dining rooms, theatres and "theatoriums," and generally in other public places, churches being among the number. It is also largely used on the walls of dens, living rooms, kitchens and new uses are being found all contributing to the new demand mentioned above. Decorative burlap is a wall covering that lends itself to many pleasing designs. It has a long life and is therefore economical, it is highly sanitary and one of the best evidences of its general worth is the place it is finding on the market. Burlap is made from strong and heavy specially selected jute canvas, which is carefully stretched by machinery for that purpose and it is then either dyed or given a special preparation for what is known as prepared decorative burlap. It is the latter article that special mention is made of in this reference.

Points in Its Favor.

As above stated the natural canvas after being stretched is coated with odorless compounds that will not rot it and it is also given a priming coat of paint. It is claimed that this burlap will last longer than the wall. It does not fade nor shrink and can be painted and repainted any shade desired at little trouble and expense. If it becomes dirty it is easily washed off and stains can be removed. The special paint used before this burlap is sent out of the factory always retains a slight odor of paint, which as it is known, drives away insects of all kinds. This is a decided advantage over paper wall coverings in as much as this odor is not noticed by persons. It keeps out dampness, drafts and cold, and some of the heaviest orders for burlap have come from the west where it is extensively used in houses of wood that required something extra to keep out the chilly blasts. In addition to this if dust settles on the wall, it is easily removed with a damp cloth.

It is a Protection.

Prepared burlap is a protection to new walls, or to those which are already cracked or dented. In its preparation it is oil coated and made a double thickness. It is therefore quite stiff and offers the walls excellent protection. For this reason architects welcome it as a substitute for and an improvement on the old idea of wooden wainscottings, etc. Therefore its particular qualities are worth noting. As a sanitary substitute for methods to which people have been long accustamed, for its durability and its economic advantages, for its comfort and attractiveness, for these reasons alone it is commending itself and is worthy of the retail hardware man's attention.

Other Points of Interest.

Decorative burlap is easily put on the wall and there is no shrivelling or shrinking or gathering such as might be expected by those who have not handled it. The priming coat of paint it received in the factory is not sufficient and when placed on the wall the burlap requires a painter's attention and any color at all may be selected.

This color can be changed whenever desired, and excepting the initial cost, there is no after expense, but that entailed in repainting. As to the use in the average home, it is felt that it will not be long until it is generally used. It lends itself to so many attractive arrangements that it is bound to appeal to those with a sense of what is in good taste and appropriate. It is used from kitchen to bedroom, different colors and arrangements being used in the various rooms. Burlap may be said to be one of the present day tendencies. There is a feeling abroad to relegate the parlor to the same region wherein are the the shades of the old horse hair chairs, stuffed owls in glass cases and other relics of our grandfathers' days.

It is in this movement that the demand for burlap has found a place. The new idea is to make rooms to live in and that old awe in which the "front parlor" was held is passing. The bungalow type and the well lighted cheery living rooms of the average house of today show what the trend of opinion is and it is in this regard that burlap is favorably considered.

It is hardly necessary to point out that the hardware store is the place where these goods should be stocked. The architect, the painter, the builder, all look to the hardware man for their supplies and burlap if not already in stock is going to be soon carried extensively.

DISTRIBUTING BOOKLETS.

The Canada Paint Co. are issuing neat booklets to all prospective buyers of paint throughout the Dominion. The names are sent in by the local dealers and already 250,000 of the booklets have been distributed.

The books contain a large assortment of color samples and concise directions for the use and application of paints. Among the pointers given are :

"Be sure the surface is clean, dry, and free from grease.

"Shellac all knots and places showing sap.

"Do not grudge a little labor in preparing the surface. You will have the reward when the work is done.

"Thoroughly stir the contents of the tin from the bottom ; and if the surface to be painted should be extremely dry or porous, the paint may be thinned by adding a little raw linseed oil. Use turpentine if thinning for inside work.

"After first coat is thoroughly dry, putty up all cracks and nail holes carefully and then apply second coat.

"Never apply a second coat until the first is hard."

STRONG PAINT ADVERTISING.

W. F. Macpherson, of Prescott, Ont., is a believer in the business-pulling virtues of printers' ink. His advertisements are always well to the fore, and a particularly notable appeal was made in a recent issue of his local paper, when Mr. Macpherson fired the opening gun of his spring paint campaign.

Almost half the front page of the paper was taken up with Mr. Macpherson's advertisement, which was divided into four panels. Each panel was devoted to some line of the Canada Paint Company's products, which Mr. Macpherson carries in stock. The goods featured were ready-mixed paints, liquid aluminum, coach colors, and varnish stains. An illustration of the distinctive tin in which each product is marketed, helped ta brighten the advertisement, and a valuable feature was a brief talk on the kind of work for which each class of goods was peculiarly suited. Prices were quoted on all the lines described.

INCREASING TRADE IN BRUSHES.

It is astonishing how many apparently small lines there are in the hardware store, whose sale could be increased by a little extra effort on the part of the dealer and his clerks.

A case in point is furnished by the sale of brushes which is neglected by some dealers, but pushed with remarkable success by others. There is not a factory which does not require a number of brushes and brooms, either for sweeping out, or for some of the processes of manufacture. Every butcher shop in the town must use wire brushes for cleaning the tables, and every barber shop consumes a fair quantity of shaving brushes.

In the majority of cases, these requirements are filled by supply houses who send around their travelers to take orders. There is no reason why the local hardware dealer should not capture this business, and there are many reasons why he should, if he goes after it. He will probably be able to offer just as good prices as the supply houses, and will have the additional argument that trading with him, means keeping the money in circulation at home.

If the hardwareman or one of his clerks, would form the habit of making a weekly circuit of the mills, factories and stores of his town, soliciting orders, he would soon find his business growing, in such supplies as are most frequently in demand, and are nearly always carried in stock at the hardware store.

Special mention has been made of brushes, and this is a line in which a good business can be worked up, in the manner suggested. But there are hosts

M (MAPLE LEAF) L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

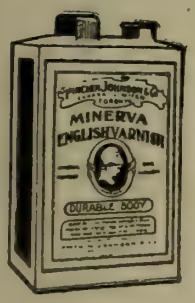
IMPERIAL VARNISH & COLOR CO., LIMITED

6 to 24 MORSE STREET, TORONTO

524 Beatty Street, Vancouver — 108 Princess Street, Winnipeg



Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.



TRADE MARK MINERVA

The Goods are not Sold when You send in an order, Mr. Dealer



In other words, we, the manufacturers, do not consider our paints and varnishes sold until they are in the hands of the consumer and we are always vitally interested in pleasing the consumer—your customers. We are doing this by extensive advertising and by manufacturing a quality product—one that creates satisfaction—one that fulfills all that we claim for it.

There's a big demand for and liberal profit in

MINERVA
PAINTS AND VARNISHES

Are you getting a fair share of this growing business?

A 76-year reputation stands behind Minerva Brand—a reputation gained by manufacturing an honest, quality paint that will stand the hardest tests of time and climatic conditions. We have been supplying the constant demand from large Railroad and Steamship companies and prominent decorators all over the world.

There are reasons why consumers like these insist on Minerva Brand.

Write us for information—we have the right line for you to handle—a brand that means your reputation and profit.

PINCHIN, JOHNSON & CO. (Canada), Limited

Established in England in 1834. 377-387 Carlaw Ave., Toronto, Can.

of other articles which might be sold if the business were solicited.

A traveler for a brush manufacturing firm recently told Hardware and Metal that he had frequently been of assistance to hardware dealers, in working up this kind of trade. After consulting with the dealer, and posting himself on prices, he would call upon some of the local factories or stores, in the dealer's interests, and secure some nice business for him. This would open the dealer's eyes to the opportunities for extra sales, and he would follow it up by making regular visits himself, or sending one of his clerks. In this way, he was enabled to become better acquainted, and obtain a standing in the community which he had not previously enjoyed. Needless to say he would also land business which he had not in the past even thought of, and the men who gave him orders in their business, also thought of him first, when placing orders for their household.

The idea is not patented, and it is well worth a fair trial. Though it may be difficult to "get in" at once, it will pay to persevere, and good work will surely be rewarded in time.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, May 26.—The paint markets have been rather steady during the week with the exception of turpentine which in sympathy with the primary market has been going down the price ladder rather consistently. Trade is healthy in tone, orders coming forward freely. Varnishes, mixed paints and general paint and oil requisites are going out satisfactorily. On the whole business might be heavier but, as it is, the situation is rather bright and encouraging.

Linseed Oil.—During the past week linseed oil has maintained that steadiness that has characterized it of late. Prices quoted locally remain unchanged, $1.08 per gal. for raw and $1.11 for boiled. Crop reports vary to a certain extent but on the whole the primary market is steady.

Some reports are to the effect that owing to the increased demand for flax the acreage will likely be larger, but scarcity of seed is given as a reason for less extensive slanting. There is a good demand for oil and the market is looked upon as being strong just now.

Turpentine.—Prices show another reduction this week, having dropped from the dollar mark to 91 cents. Shipments of new goods coming on to the market in plentitude and although there is a healthy demand for turpentine the price had to sag under the pressure of present supplies.

Japan and Varnishes.—The demand for Japans and varnishes is very encouraging. The decline in the price of turpentine naturally is welcome to manufacturers and more attention is being given to both Japans and varnishes. The latter in particular is especially before the trade just now.

Prepared Paints.—Manufacturers report a steady demand with enquiry unabated. Prepared paints have been doing very well of late and are compensating to a certain extent for the slowness that was noticeable when the season opened.

Paris Green.—The market is practically unchanged. Business is still coming in. Prices are unchanged as follows :—In barrels, about 600 lbs., 17c per lb. ; arsenic kegs, 250 lbs., 17¼c ; 50-lb. and 100-lb. drums, 18¼c ; 25-lb. and 100-lb. drums, 18⅜c ; 1-lb. packets, 100 lbs. in case, 20¼c per lb. ; 1-lb. packets, 50 lbs. in case, 20¾c per lb. ; ½-lb. packets, 100 lbs. in case, 22¼c per lb. ; 1-lb. ; 1-lb. tins, 100 lbs. in case, 21¼c per lb.

Arsenate of Lead.—There is still a fair demand for arsenate of lead which with Paris green should soon be taken up by the retailer. Prices are :—In bbls., about 800 lb., 9c ; in half bbls., about 400 lbs., 9½c. ; in 25 lb. wooden kegs, 10c ; 5 lb. bottles, 12c ; in 2 lb. bottles, 13c ; in one lb. bottles, 14c.

White Lead.—The white lead market is healthy. Prices are steady, the demand is good and orders are being forwarded quite freely. There is no particular feature. Prices are as follows :—Lots of one ton, $5.85 ; contracts of five tons and over, $5.70 ; shipments less than one ton, $6 f.o.b. Montreal.

Putty.—Manufacturers report a satisfactory demand for putty with the market quite unchanged. Prices are as follows :—Bulk bbls., $2.20 ; bulk, cwts., $2.45 ; bladder, bbls., $2.70 ; bladder, cwts., $2.80 ; 25's, loose, $2.55 ; 25's, cased, $2.70 ; 12½'s, cased, $2.90.

TORONTO.

Toronto, May 25.—Turpentine has provided a healthy sensation by dropping off 8 cents in price. This brings it down to the prevailing figure at the same period last year, 87 cents, and makes a drop of 53 cents in the course of the last six weeks. From $1.40 to 87 cents in so short a space of time is a remarkable drop, but it is quite apparent that turpentine has not yet exhausted its possibilities for creating surprises.

The market has seen a splendid degree of activity during the past week. Orders have been large, bringing evidence to the fact that the warm weather has created active painting conditions. All lines have been moving out well.

Linseed Oil.—Firmness is shown in the price of linseed oil, the prevailing quotations here being $1.12 and $1.15 for boiled. On reviewing market conditions it is found that there is little, if any, possibility of the crushers obtaining new seed sooner than June 15, and it will probably be a couple of weeks later before any great bulk comes on the market. The stock which does come forward by that time will be from East India, but it is as yet, too early to say positively if this seed can be secured at a price to permit of oil being made at a cheaper figure than the price now asked. For the next six weeks, therefore, stability can be expected in the linseed oil market. Present stocks are reported to be quite light and, as a natural result, there is a regular and healthy demand.

Turpentine.—An eight cent reduction has been made and the price now asked is 87 cents. It may be that some, on learning of the level to which turpentine has descended, will entertain the suspicion that the recent era of high prices was brought about by expert manipulation, that some of the jobbers, in fact, were "holding up" the trade in order to make large profits. As a matter of fact the high prices asked were caused by the shortage of supply, the market being almost bare. As a natural result of the shortness during the first two months of the year, producers of turpentine rushed the new stock on the market as soon as it appeared, in order to share the unusual price. But users of turpentine had abstained from active operations, and the new supplies were left on the market without sufficient purchasers and the price at Savannah slumped from $1.02 per wine gallon to 57 cents. It is now reported that an active demand has sprung up both for local requirement and export to Europe.

Rosin.—In regard to rosins it seems rather strange that the market has not been as seriously affected as it has in the case of turpentine, and all the finer grades of rosin are being held up at a high price while the darker grades have receded about ½ cent per lb. in the past two months.

Putty.—There is a better demand. Prices gre standing at the same figures. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—The advance in the west has not affected local prices nor does there seem to be much possibility of any change taking place. The demand is growing almost daily.

Prepared Paints.—Painting season is now in full swing, thanks to the brand of weather provided, and the demand for prepared paints is rapidly clearing out retail stocks. Sorting up orders are now being received and the manufacturers and jobbers are having their hands full catering to the demand. The tendency to use the ready mixed article is more marked this year than ever before.

Varnishes and Japans.—The same rule applies with equal force to varnishes and Japans. The holiday trade has stimulated the demand this week. In every locality householders have been putting off painting floors, etc., until Victoria Day, and in consequence the stores for a few days previous to the holiday were crowded with customers asking for floor stains and other specialties. In anticipation of this heavy rush of business, many sorting up orders were sent on the jobbers.

Specialties.—There is no let up to the demand for specialties. Brushes are moving briskly and other supplies such as boat pitch, kalsomine, pine tar in tins, axle grease, alkali, sand paper, pumice stone sponges, tar, shellac, furniture polishes, colors ground in varnish are in steady demand.

Petroleum.—With the exodus to summer cottages and holiday resorts, the demand for oil has picked up considerably. The prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Asreal, 15½c.

Glass.—There is now an improved movement. A large number of import orders are being received and the situation is judged to be indicative of a brisk future demand.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

There is Nothing Secret About it

¶ There is a formula guarantee on every can, and this formula is recognized as the "last word" in paint quality.

¶ Therefore when you stock **B-H "ENGLISH" PAINT**, you have the active support of the practical man---the man who knows---and your store becomes the paint headquarters of your town.

¶ There is a good substantial profit for the dealer in **B-H "ENGLISH" PAINT** and a strong advertising campaign back of the paint that helps you sell more paint.



¶ **B-H "ENGLISH" PAINT** will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1911 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 5 c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	13 75 13 00
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 3 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (8oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
13 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 30	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 25	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 55.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	11 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb 6 00 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 00 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.85 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.35, bright soft drawn 15c., charcoal (extra quality) $1.35, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb 0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & O. Co)	1 90



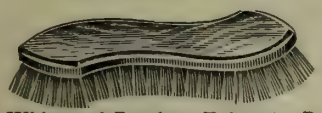
Spring Housecleaning and PAINTING
ENCOURAGE IT NOW



Make a Good Display of



BOECKH'S BRUSHES



For Painting

Oval Paint Brushes
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Oval Varnish Brushes
Flat Varnish Brushes

Whitewash Brushes Kalsomine Brushes Painters' Dusters, etc.

For Housecleaning

Scrub Brushes Waxing Brushes
Stove Brushes Bannister Brushes
Carpet Brooms Hair Floor Brooms
Feather Dusters, etc.









Manufactured by THE BOECKH BROS. COMPANY, LTD.,

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CANADIAN BRANCH 61 St. Sacrament St., - Montreal

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 91	0 87
Wood Turpentine		1 00
Linseed Oil, " raw	1 11	1 12
" " boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Bensine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 95
Elastilite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No, 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	3 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz.	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR MATS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz, doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch per gross	9 00
" " ⅜ "	10 00
" " ½ "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 65

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	3 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS

White Mountain, 50 p.c.

Amatite ROOFING

"NEEDS NO PAINTING"

AMATITE means more to the man who needs a roofing than just merely something to put on the top of a building.

It means a thoroughly satisfactory and reliable roof covering, without future *expense for painting*—because the *real mineral surface* makes painting unnecessary.

Frequently the cost of painting a roofing amounts to almost enough to buy a new Amatite Roof.

Amatite can be laid right over shingles, tin or other ready roofings. The directions hold good for laying Amatite anywhere and over anything, and are as simple as A B C.

For further information, booklet, samples, etc., address nearest office.

Everjet Elastic Paint A very tough, durable paint, at a low price. One color only—a lustrous black. Use it for machinery, heating apparatus, smoke stacks, roofs, fences, water tanks, etc.

Creonoid Lice Destroyer and Cow Spray Cows give more milk if sprayed with Creonoid to keep away the flies which make them restless. The poultry output will be increased if the henhouse is made obnoxious to insect pests by disinfection with Creonoid.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

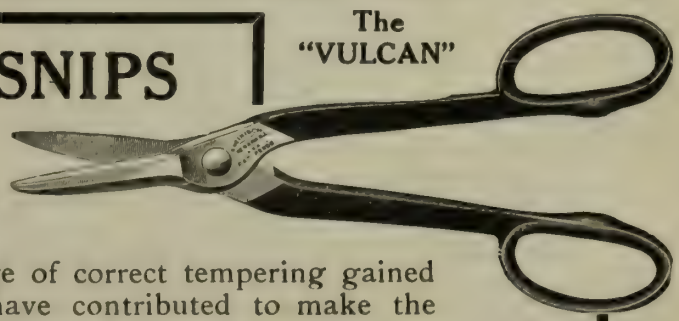
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELLED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 42
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 3 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 35

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	37 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅞ and upwards, 9c.; under ⅞, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 3½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
" ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 38½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronse	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 50; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 50 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	3 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 18
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 38 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

And Every Agent



for Ramsay's Paints knows that he has a great fund of profit stored up behind the Outside Paints, made for Barns, Fences, Bridges, Roofs, etc.

RAMSAY'S PAINTS

include all kinds of paints, the best for the house, the best for the barn, the best for the decorator.
Agents everywhere! Once again we suggest to take advantage of our numerous helps to get orders. Look out for the man who is painting, and the man who ought to paint, then send us his name, and we will get you the order. Hundreds of orders are reaching our agents every day through our helps.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

Polished Canada Plates

Bright Polished Plates; Easy to Work

"Dominion Crown" Canadas are first choice for stovepipe work.

A. C. LESLIE & CO., LIMITED

MONTREAL

THE BEST ALL 'ROUND PAINT
EXCEPTIONAL COVERING CAPACITY



MADE WITH MANITOBA LINSEED OIL
FOR EVERY PURPOSE

That's why the Agents for

Stephens

Pure Ready-mixed Paints are more than satisfied with their paint business

"Absolute satisfaction guaranteed in every case where STEPHENS' Paints are used" is our motto, and every dealer is fully authorized to make it good. It is this policy, combined with good, high-standard goods, that has won for our goods the premier position on the Western Paint Market.

MANUFACTURED BY

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG — Branch at Calgary — CANADA

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Star Expansion Bolt Co., New York

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Canada Metal Co., Toronto
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Jas. Stewart Mfg., Co., Woodstock

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Luther Grinder Mfg. Co., Milwaukee, Wis

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Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

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Dougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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Griswold Mfg. Co., Erie, Pa
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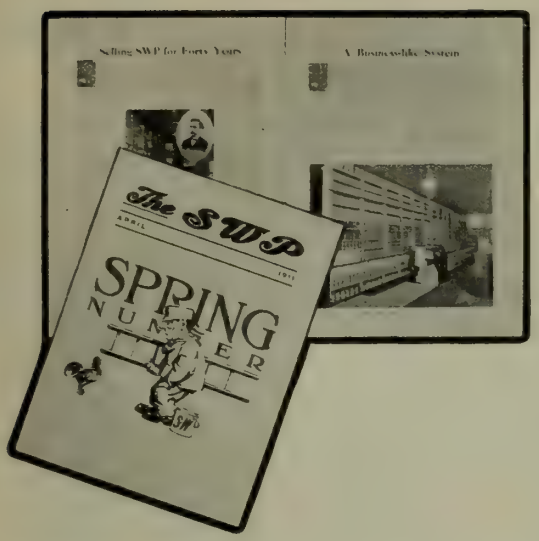
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Four Magazines that will Increase your Paint and Varnish Sales

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This splendid little magazine is regarded as a modern trade journal by thousands of the live paint Agents and Dealers who receive it every month. It is beautifully printed and illustrated and contains strong, helpful articles on advertising and window-trimming, stock-keeping, store display and plain educational talks on paint and varnish products. Best of all are the articles contributed by successful S-W Agents on practical advertising and selling methods for increasing paint and varnish sales. You cannot duplicate this information. S-W Agents and Dealers get it without cost. Write for sample copy.



"The Colorist"

Is an attractive magazine devoted exclusively to the interests of the painters. Over thirteen thousand get and read it each month. Few other house organs can approach it for live, interesting topics and good illustrations. Its keynote is helpfulness. Besides able articles on modern color harmony and decoration, illustrated with beautiful plates in exact colors, the S-W Decorative Department is now conducting a free, practical course on decoration, which is proving of wonderful interest to hundreds of painters who are taking up this course. The Colorist is sent regularly to lists of desirable painters furnished by S-W Agents and Dealers.



"The Home Decorator"

Makes a special appeal to housewives of moderate and limited means who want suggestions for simple, artistic and inexpensive interior home decoration. The subscription price is 20 cents a year. It now has a paid circulation of over 5,000 and the free copies distributed by Agents bring the total monthly circulation to over 65,000. This means a lot of splendid advertising for the Agent as these copies are imprinted with his name. Many Agents have worked up large lists of subscribers and have found it has stimulated their sales. Write for particulars



"The Spectrum"

Circulates among 5,800 architects and contractors each month. It's a business-builder for the Agent because it keeps the Sherwin-Williams paints and varnishes before the men who are specifying these finishes for most of the new buildings in the Agent's territory. Each issue contains beautiful plates of many of the finest buildings in the country finished with S-W products.

Link these powerful selling helps to your store

The S-W Agent is invited to send us lists of names for three of these magazines which are sent free. The cost of the fourth is little and the possibilities are great. Taken together, they form a combination that is working to increase your sales every month. The S-W Agency brings them to you.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

AGENCIES

CANADIAN AGENT WANTED to represent United States firm manufacturing the best Nail Puller on the market and other hardware specialties. State lines already carried and territory covered. Box 1071, HARDWARE AND METAL, Toronto. (tf)

ARTICLES FOR SALE

FOR SALE—Set Tinsmiths' tools, practically new. In use eight months, cheap for cash. W. A. Matthews, Cannington, Ont. (21)

BUSINESS CHANCES

FOR SALE — Department store in good Alberta town. Stock $25,000; yearly turnover $100,000. Address Box 1226, Calgary. (25)

FOR SALE — Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

GOOD HARDWARE BUSINESS FOR SALE. Good reasons for selling. Apply Box 509, HARDWARE AND METAL, Toronto. (22)

LUMBERING TOOL BUSINESS FOR SALE.—Established by W. Wallace in 1860. It is in first class condition and is flourishing. Present owners wish to retire. Excellent opportunity for man with limited capital. Apply WILLIAM WALLACE, Three Rivers, P.Q. (24)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

PATTERN DRAWING

A CHEAP, PRACTICAL and Complete Home Study Course on Sheet Metal Pattern Drafting, Estimating and Construction. Send for particulars to THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (21tf)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limted, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver on metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

EXPERIENCED HARDWARE CLERK desires position; good salesman and stock-keeper. A1 references. Apply Box 359, Red Deer, Alta. (22)

EXPERIENCED General Hardware man desires position as traveller. Eight years' experience in retail and wholesale houses. Good references. Box 32, HARDWARE AND METAL, Winnipeg. (21)

ENGLISH HARDWARE SALESMAN DESIRES situation. Good experience implements, dairy appliances, general hardware, workshop. Excellent references. Abstainer. Box 777, HARDWARE AND METAL, Montreal. (21)

HARDWARE MAN, experienced in buying and selling, wide awake, knows the hardware, stove and tin and paint trade, would accept a position as manager of a business or as traveller in Ontario or the West. Address, 793 Helimuth Ave, London, Ont. (21)

POSITION WANTED in wholesale or retail hardware business. Have had good experience and can give best references as to ability and character. Box 510, HARDWARE AND METAL, Toronto. (21)

SITUATIONS VACANT

WANTED—One first-class hardware man. Steady work and good wages if suitable. A. FULTON, Enderby, B.C., in the Okanagan Valley. (22)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

WANTED—City Traveller to cover Hardware and Blacksmith trade. Must have thorough knowledge both lines. State experience and salary required. Peart Bros. Hardware Co. Ltd., Regina, Sask. (21)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—At once, a reliable man, one capable of taking charge of shop, who can estimate on tinsmithing, plumbing and heating work. A steady job for a first-class man. Apply, stating experience, also wages expected, send written references. Apply to HICK-SEHL HARDWARE CO., Lethbridge, Alta. (22)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

SPECIAL LINES OF MARINE VARNISH

You will have call now for varnishes for boats, canoes, and all sorts of water craft. Are you prepared to meet the demand?

Have you varnish on your shelves which will positively stand the marine test? How much is a customer worth to you who you satisfy with a varnish which will stand the marine test?

DOUGALL'S MARINE VARNISHES

are made especially for boat work. A surface varnished with "Dougall Marine" will keep a smooth and beautiful finish proof against salt or fresh water—brine—spray—exposure of any kind—heat or cold or hot sun.

"Dougall Marine Varnishes" are MADE to stand this severe test. Woodwork treated with this varnish CANNOT be hurt by exposure.

Be sure of DOUGALL'S name on the label.

Dougall's Marine Exterior Varnish — **Dougall's Marine Interior Varnish**

Dougall's Spar Varnish — **Dougall's Boat Copal**

Dougall's No. 1 Boat Varnish.

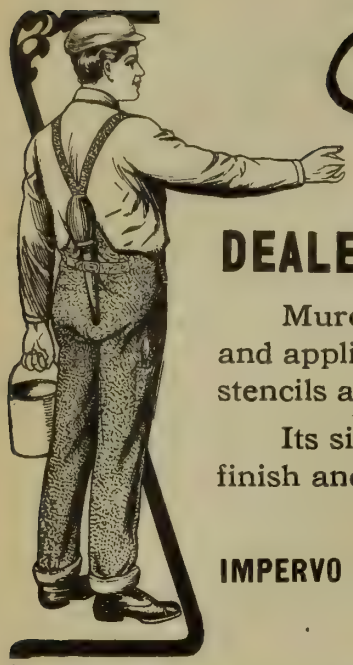
THE DOUGALL VARNISH COMPANY, LIMITED

J. S. N. DOUGALL, President

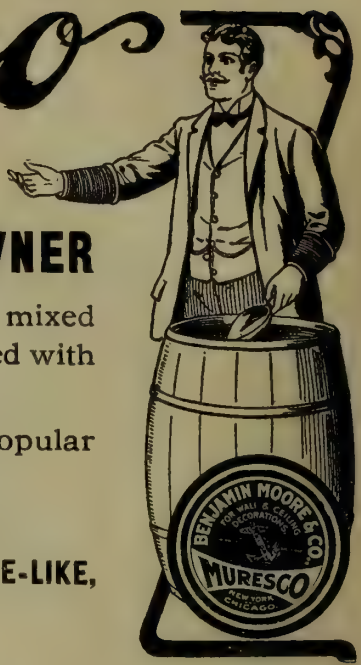
MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

"THE VARNISH THAT LASTS LONGEST"



Muresco



EQUALLY PROFITABLE TO DEALER, DECORATOR AND HOUSE-OWNER

Muresco is a modern, handsome wall finish, easily mixed and applied. It does not Rub off and can be decorated with stencils and contrasting borders.

Its simplicity and low cost make it an extremely popular finish and the sales are limited only by population.

OTHER LEADING MOORE PRODUCTS

IMPERVO FINISHES, SANI-FLAT, TILE-LIKE, HOUSE COLORS AND FLOOR PAINT.

BENJAMIN MOORE & COMPANY, LIMITED

WEST TORONTO

NEW YORK CLEVELAND CHICAGO

How To Buy Varnish

YOU Dealers ought never to buy goods on promises and predictions of immediate re-sale to customers. Look to the manufacturers, examine their past. What you want is **facts**—and **past performances,** not promises. Don't let any big-one-time-and-gone-advertising, influence you to place an order. You want thorough and complete co-operation, which includes big, broad and consistent advertising straight through the year, this year, next year and for all time.

This is your backing when you sell Pratt & Lambert Varnishes—the most thorough and complete varnish selling assistance in the trade. It's yours for the asking. I advise you to write now for prices and terms.

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS

24 COURTWRIGHT STREET, BRIDGEBURG, CANADA

FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG
NEW YORK BUFFALO CHICAGO

Benjamin Busy



"All International Varnish Products are Sold in full Imperial Measure Cans"

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means trade Insurance---a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, Lacqueret, Satinette, Flattine and Wood Stains—all conserve and build up your reputation and give you a reasonable profit.

You can confidently expect repeat orders when you specify International Products.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A23

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

A Dollar Talk

On Paint Oil Storage.

How much oil is:

Soaked up in the floor?

Smeared over the measures and funnels?

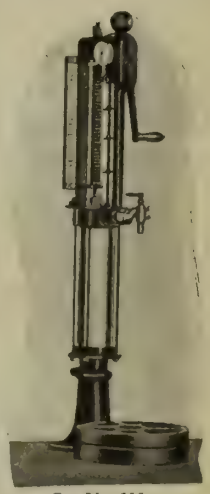
Absorbed by the barrel?

Wasted by over-measure and spillage?

Spoiled by evaporation?

How much is your fire hazard increased?

The answer to these questions shows why it is profitable to buy a



Cut No. 115.

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The Bowser Buys Itself
Ask for Book No. 1 N.

S. F. Bowser & Company, Limited

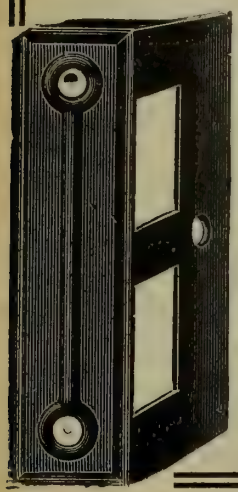
66-68 Fraser Avenue, TORONTO, ONT.

NATIONAL

Steel Rim Locks

are noted for their strength, durability and efficiency.





Safety Demands a Good Lock

The **"NATIONAL" Locks** are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade. The "National" Lock is the only steel rim lock made in Canada but sells at a medium price.

Let us hear from you.

National Hardware Co., Ltd.

ORILLIA, ONTARIO, CANADA

High Grade Varnish

Should be furnished in

High Grade Cans

Our New Bumped Top Varnish Cans are fitting containers for your goods. 1-16, 1-8, 1-4, 1-2, 1 gallon Panelled Sides, Raised Tops. Let us figure on your requirements.

AMERICAN CAN COMPANY

MONTREAL **HAMILTON**

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgebury, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada.	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada.	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



"BANNER" COLD BLAST LANTERN

WHY offer your customers inferior lanterns?

WHEN you can get the best for the same money!

Just compare the BANNER with any other.

Patent well, patent lift lock. Handsome finish. Burns 15 hours longer than any other.

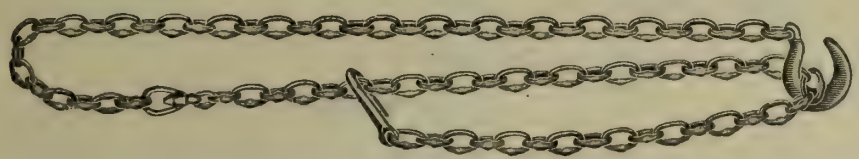
For Sale by All Jobbers.

Ontario Lantern & Lamp Co., Limited.

HAMILTON, ONT.

Electric-Welded Logging Chain

is sold under an absolute quality guarantee



is known everywhere by the Swell-weld

A chain is no stronger than its weakest link, but in our swell-weld product the weld is the strongest part of the link, and the chain has the tensile strength of the material from which it is made.

Office: ***BUFFALO, N.Y.***

McKinnon Chain Co.

Factory: ***ST. CATHARINES, ONT.***

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step LaddersCurtain Stretchers
Folding Ironing BoardsFolding Clothes Bars.
Write for Circular and Price List

Otterville Manuf'g C'y, Limited, Otterville, Ont.

GOOD PROFITS IN GOODHUE'S

LEATHER BELTING

Why let local belting trade go direct to manufacturers? A small assortment of GOODHUE'S high-grade leather belting in stock sizes, aggressively pushed will win the trade for you.

WRITE FOR OUR PRICE LIST.

J. L. Goodhue & Co., LIMITED

BISSETT & LOUCKS, P.O. BOX 116 WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Aoourately Maohined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

Good Pumps---
with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write

The
R. McDougall Co., LIMITED
GALT, CANADA

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

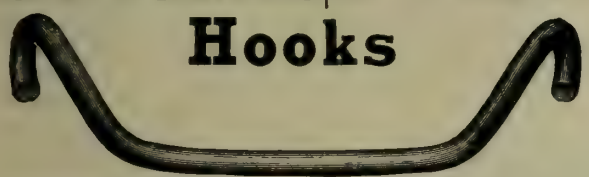
ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Galvanized Fence Hooks

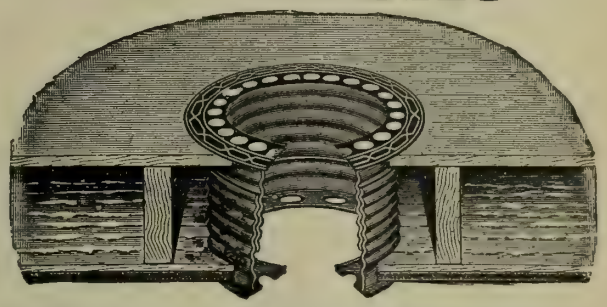


For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. **Supplied through Merchants, Jobbers, etc, only.**

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs. England**

POTATO BUGS

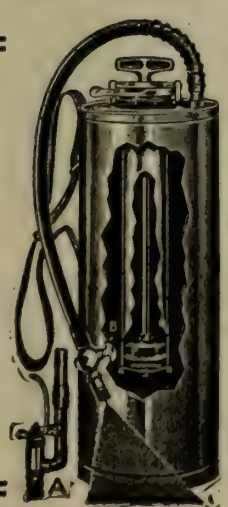
Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market. Potato Bug season will be on shortly. Every Farmer and every man with a garden is interested.

You should have Sprayers in Stock
Write us for Special Terms

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow

FILTERS.

"ALVO" FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Alvo"

FILTERS

"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

LAWN ROLLERS.

Lawn Rollers



Write the Manufacturers
JAMES & REID
PERTH :: ONT.
We have latest patterns.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Mariatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker.
18 St. John Street, Montreal

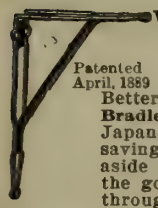
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

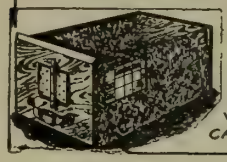
Patented April, 1889

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



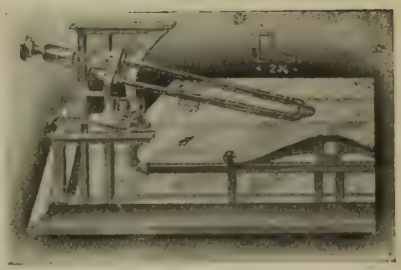
The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto



CHARLES LINDSAY,

Rumford Works, 33 Great Hamilton Street

GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. **WRITE FOR CATALOG.**

Canadian Representative—**H. L. SOPER.**

469 Margueretta Street, - - TORONTO

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. Manufactured by

THE COLLINS MFG. CO. - TORONTO

The Estate of O. D. COWAN

GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee

FLEXIBLE DRAG TOOTH HARROWS

Agents { Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

When writing advertisers kindly mention having seen the advertisement in this paper.

TIMBER JACKS.

Trewhella Bros.' Australian Timber Jacks

For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.

Trewhella Bros.

Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victori Australia



BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

HERCULES

SASH CORD

For Sale by All Wholesale Dealers

TOOLS.

ARMSTRONG UNIVERSAL RATCHET

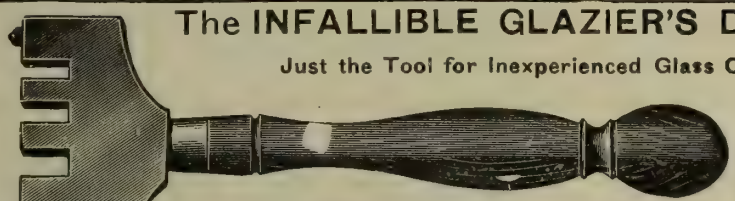
Two inches of motion at end of handle, in **any direction,** will drive the drill



Armstrong Bros. Tool Co. 106 N. Francisco Ave., Chicago, U. S. A

The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co, Limited,

Ayr, Ont. Winnipeg, Man.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

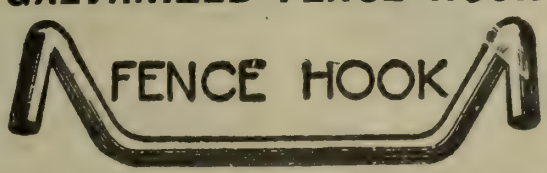
WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

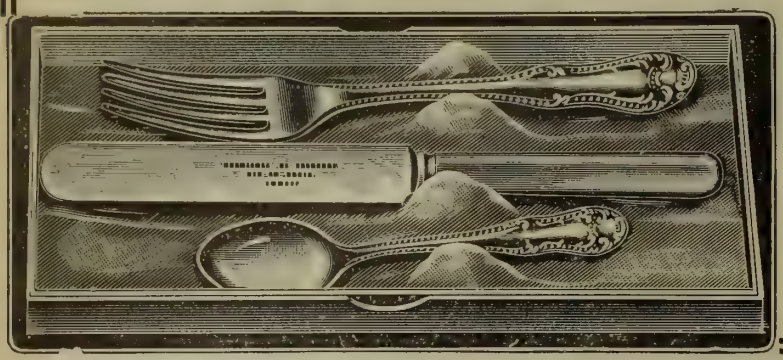
SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

Can You Beat This for Beauty and Quality?



These three pieces, in a neat satin-lined box, are the very things you should buy, for they are rapid sellers.

This High-grade Ware is heavily plated with pure silver and is very artistic and durable. It is the best on the market for children and will withstand all kinds of usage.

Send for Catalogue. You will never regret it.

The McGlashan, Clarke Co., Ltd.

NIAGARA FALLS, CANADA.

AGENTS: J. Mackay Rose, 88 McGill St., Montreal; N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

MALTHITE ASPHALT ROOFING

is the MOST DURABLE ROOFING on the market.

"MALTHITE" is made from carefully selected materials, and is absolutely moisture-proof. It does not crack easily and will stand harder usage than any other roofing, when properly laid.

The **service, quality** and **price** of "MALTHITE" cannot be equalled. It is profitable to handle.

WRITE FOR FULL INFORMATION.

The Dominion Roofing Co., of Canada, Ltd., 31-33 Front St. E., Toronto

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

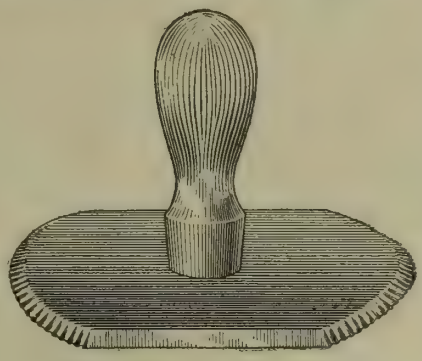
¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE FLANGE HOG SCRAPER

This new Flange Scraper has many points of superiority over all other hog scrapers now in use. The main piece or scraper proper is a steel plate with an oval, making a real scraper four inches long. The ends are crimped, twelve crimps to the inch, the crimped ends being adapted for use on the head, where scurf is generally found. The one end is rounded, while the other end has a longer point, as seen in the sketch, making it a convenient scraper to clean the head, ears, eyes, or any other part of the carcass.



It has a handle four inches long, suitable for a scraper, fastened with a bolt passing through the handle and plate.

It will scrape on the side four inches, while others, being round, will not cover so much hide at one stroke, and cannot be operated nearly so swiftly. This improved scraper has a scraping flange, while others have none.

A glance at the above sketch will give an idea of the great usefulness of this article.

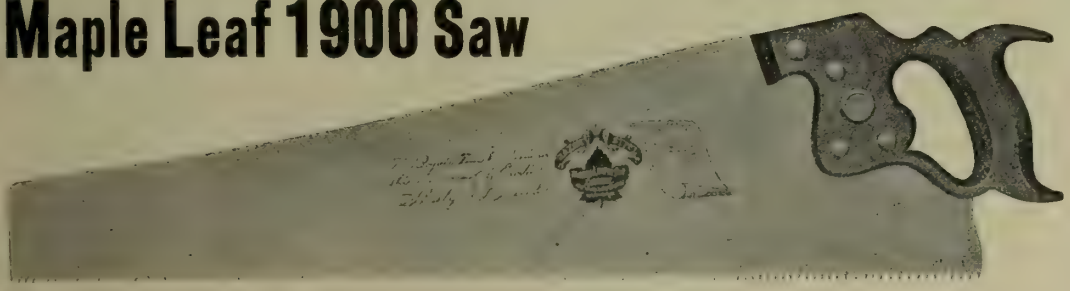
Retails at 10c each

Manufactured by **Write us for prices on gross quantities.**

E. T. WRIGHT & CO., - - - - **HAMILTON, CANADA**
(H. G. WRIGHT)

Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

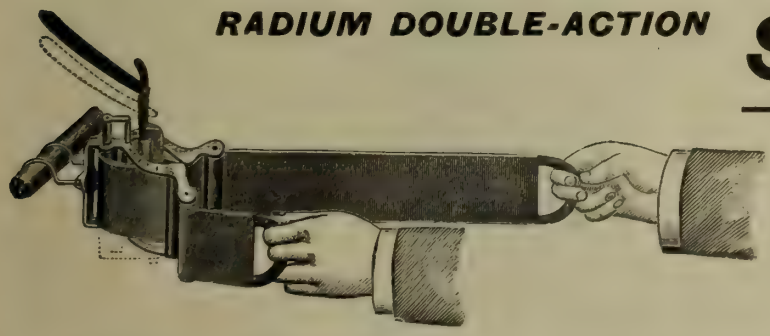
We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO ***VANCOUVER, B.C.***

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE



With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally, giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL

"Where Quality Counts"



Our Up-to-date Restaurant Urns

The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

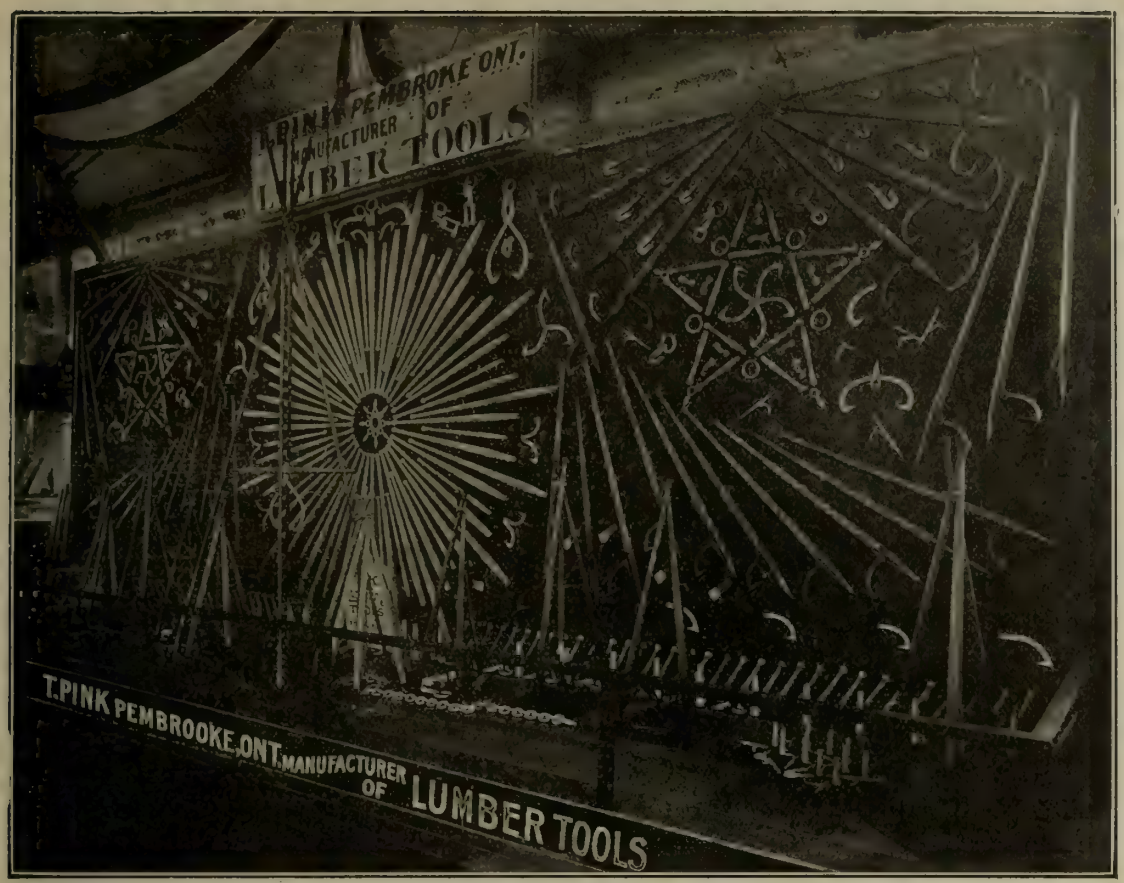
They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

ATKINS

Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

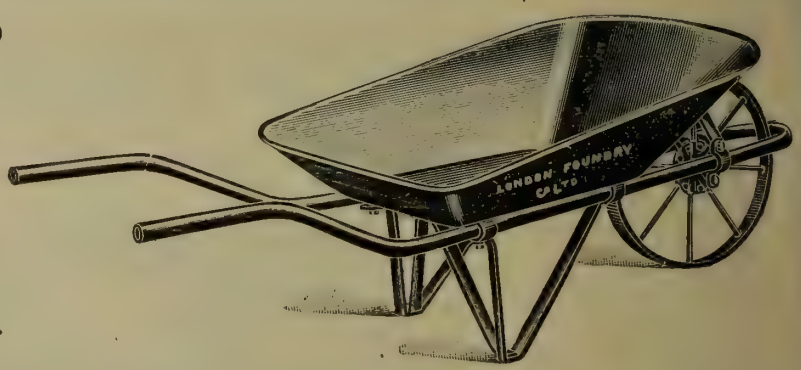
Hamilton, Ont. MAKERS OF STERLING SAWS

U.S. Factory, Indianapolis, Ind.

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

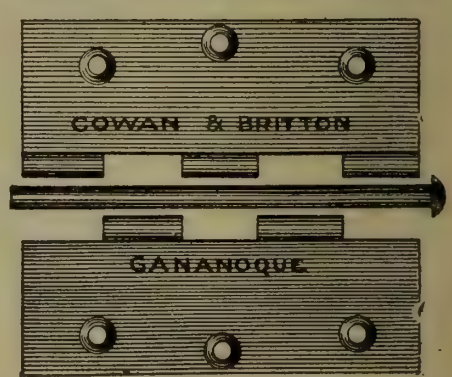
THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

High-Grade Builders' Hardware

We are headquarters for the best-grade builders' hardware on the market—the hardware that never fails to prove itself to be durable, efficient and a satisfaction giver.

We handle a full line, including Butts, Hinges, Hasps, Staples, Nails, etc. **Remember the quality is guaranteed.**

Write at once for Catalogue



COWAN & BRITTON, GANANOQUE, ONTARIO

Indestructible "Elastic Grip" Fibre File Handles

3"	3½"	4"	4¼"	4¾"	5"	5¾"	6¼"	
$2.45	$2.70	$2.85	$3.35	$4.35	$5.45	$7.50	$10.00	per gross

They do not split and will outlast many dozens of the ordinary handles. No splinters or sore hands when using them. Price lower than wooden handles. Ask for discounts. If your dealer cannot supply you, write us direct.

SCHUCHARDT & SCHUTTE

307 CORISTINE BUILDING : : : : MONTREAL

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:

Enclosed you will find my cheque to cover account for the last of the many of your "J W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal



Rifle Cranks
SPEND CONSIDERABLE MONEY

No rifle, either for target or sporting purposes, can beat the value offered by Ross Rifles. The Mark II** is acknowledged to be the best military and target arm made. The "Ross" Deer Stalker has just won the gold medal at the Alahabad Exhibition in India against all competitors.

The ordinary "Ross" Sporting Rifles are retailed at from $25 upwards and are acknowledged to be the best high-powered sporting arms made.

Selling any of these makes you a customer for other lines. You should have a good assortment.

WRITE FOR PRICES AND DISCOUNTS

The ROSS RIFLE CO., QUEBEC, P.Q.

Pflueger's Celebrated Fishing Tackle

has stood the test for over a quarter of a century.



Write us for

Large Illustrated Catalogue

free to all Dealers in Fishing Tackle.

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

STILL'S
AXE HANDLES

There are many poor AXE HANDLES on the market and many good ones, but "STILL'S" are the BEST.

Reliability, durability and quality are the features that make STILL'S HANDLES famous.

Do not offer your customer another make—you may lose his trade. Specialize our line, which is absolutely guaranteed. **You won't make a mistake**—write us.

J. H. Still Mfg. Co., Ltd.
St. Thomas, Ontario


Salem


Kingston


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Turenne


Irwin


Avon


Stratton

"New Designs"
Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"
See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

Soya Bean Oil

Crude and Refined

In Barrels

"IN STOCK AT MONTREAL"

WRITE US FOR PRICES

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

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NEW BRITAIN - CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

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New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 3, 1911 NO. 22

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"GLOBE"

BLACK SHEETS

Well liked for painted roofing.
Takes paint easily and requires less.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Woodyatt Lawn Mowers

"Standard of Excellence"

The "WOODYATT" Mower has four blades and is the most satisfactory machine on the continent to-day. It has been on the market continually for over thirty-five years. It is a machine that is well known among gardeners and has shown more reliability than any other machine offered to-day.

Give our line a trial—it will increase your trade.



The "WOODYATT" runs for years without needing repairs. All parts of this mower are made from the very best material—all wings being malleable iron and the cylinder and lower knife Sheffield Steel.

Wherever the name "TAYLOR-FORBES" appears there is an absolute guarantee. We will replace any machine that gives trouble through fault of ours.

The Taylor-Forbes Co., Limited, Guelph Ont.

REPRESENTED BY

H. G. Rogers—53½ Dock Street, St. John, N.B. W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 66-68. Want ads. page 70.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Sportsmen Will Soon Be Getting Their Outfits



They will find many a use for the Carborundum sportsmen's stone—it will quickly sharpen an axe, hatchet, or hunting knife, or point hooks and gaffs—Put up in neat leather belt case—Sportsmen will also want a Carborundum razor strop or razor hone—The big popular magazines and sportsmen's papers will tell them to get them from you—Be sure that you carry them in stock—

WRITE TO-DAY for information regarding the Complete Carborundum Line, the trade helps, free display case offers, etc.

The Carborundum Co., Niagara Falls, N.Y.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

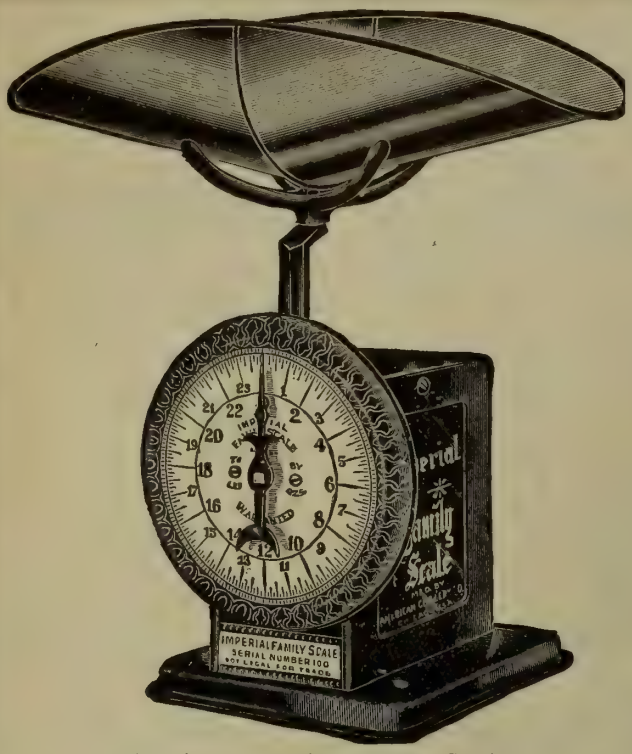
Bores holes up to ⅝ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

The S.M.P. Enameled Preserving Kettles and Fruit Jar Fillers

WILL SOON BE IN DEMAND

Are You Prepared for the Rush?



Prices on Application



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Are You Selling Mowers?

Many people want a Substantial, Easy Running—Grass Cutting Mower for less than the higher priced mowers are selling.

Can You Sell Them and Satisfy Them and Make a Profit?

The line we show here meets this demand in every particular. Here we offer a line of Mowers that for Beauty of Finish and Design, Durability of Construction and for Cutting Ease, surpasses any line we know of at the prices asked for the mowers.

Our Sales Prove this Assertion
and
Your Sales Would Prove it too

Read This NEW ENGLAND BALL BEARING



NEW ENGLAND—BALL BEARING

The Finest and Handsomest Three Blade, **Ball Bearing** Mower ever offered in Canada. Has **any Mower** at the Price beaten to a standstill.

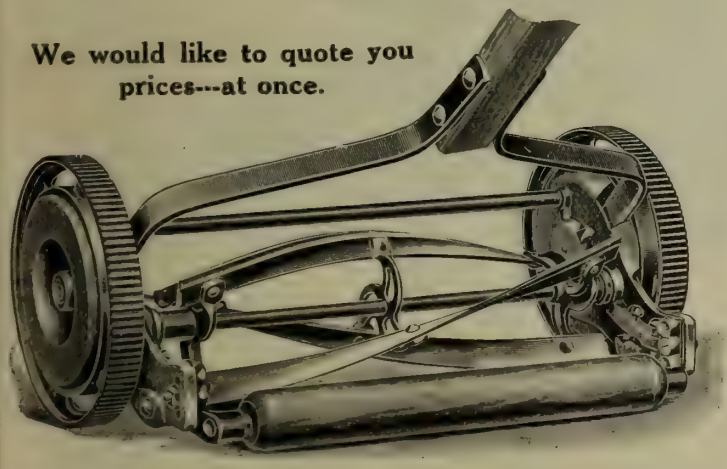
Beautifully Finished in Gold Bronze with Aluminum Bronze Trimmings

Fitted with Fenders on the Side Plates to Prevent Grass Winding Around Journals

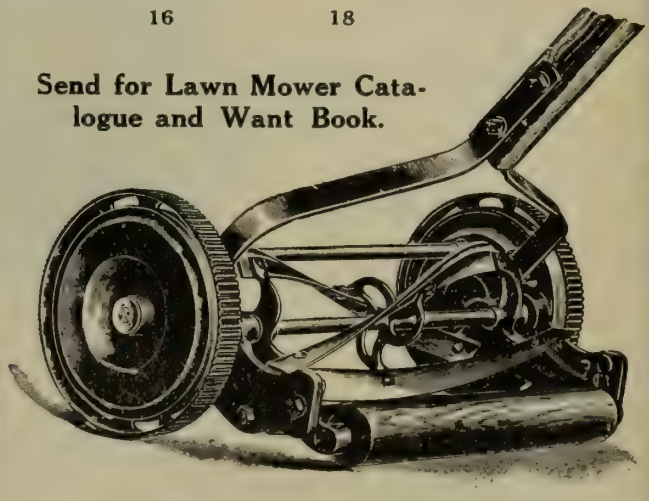
Diameter of Wheels, 8 inches; Width of Blades, 1⅛ inch.

Sizes (width of cut) **Inches**..... 14 16 18

We would like to quote you prices---at once.



Send for Lawn Mower Catalogue and Want Book.



COMMONWEALTH—PLAIN BEARING

Medium High Wheel, Three Blades

This Mower is Simply Perfection in Plain Bearing Machines. We do not believe it can be equalled at the price. It's a Big Seller.

Aluminum Finish, Gilt and Red Trimmed

9 inch Wheels; Width of Blades 1 1/8 inch

Sizes (Width of Cut) **Inches**.....14 16 18

BALDWIN—PLAIN BEARING

Works Well, Cuts Well, Lasts Well and **Sells Well**

Represents Full Value for its Price. Substantially Built and Well Fitted.

Painted Green with Gilt Trimmings

8 inch Wheels; Width of Blades 1 1/8 inch.

Sizes (Width of Cut) **Inches**.....12 14 16

Send for Lawn Mower Catalogue and New Want Book fully describing this line

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

JUNE GIFTS

STOCK

Harrison Bros. & Howson

Joseph Rodgers & Sons

and

Jonathan Crookes & Sons

CUTLERY

MERCHANTS—This is the month when you will have calls for Cutlery suitable for **Wedding Gifts.** Sell the best makes. Place a sample order with us now for **an assortment of Fine Table Cutlery if you wish to make large profits.**

CUTLERY in CASES

Fish **Game**
CARVERS

Fancy **Jack**
KNIVES

Dessert and Table Cutlery

MANICURE SETS

LADIES'
COMPANIONS

Fruit Knives and Forks



When in the market for this line, write us.

CUTLERY CASES

Send us Your Cutlery Orders——Our Prices are Right

Our Travellers carry a line of samples and are always pleased to show them.

WE SHIP PROMPTLY. WE SHIP PROMPTLY.

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

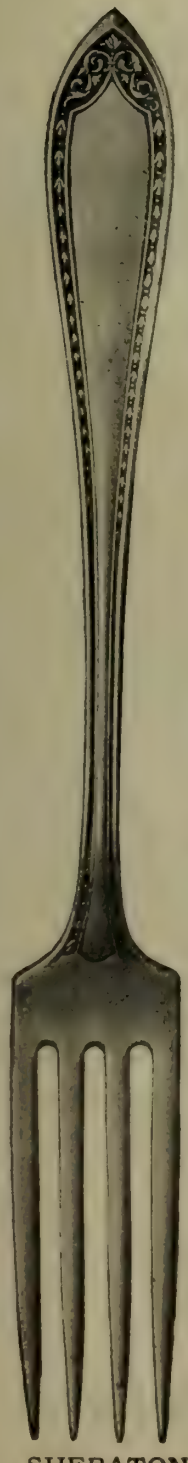
Montreal, - - - - - Canada

FOR JUNE BRIDES

There is nothing so good as

COMMUNITY SILVER





Nothing that sells so easily.

The beautiful designs at once appeal to everyone.

So well advertised in all magazines that a longing desire for the goods is created in every woman's heart.

Plated Heavier Than Triple

Fully Guaranteed.

Sold at Reasonable Prices.

Caverhill Learmont & Co

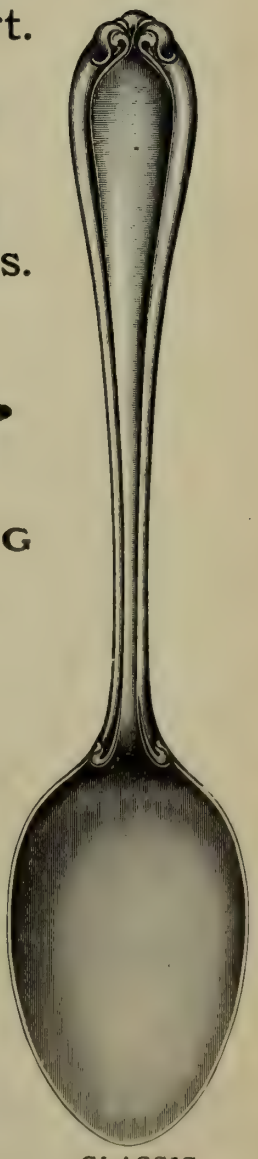
WHOLESALE DISTRIBUTORS

MONTREAL and **WINNIPEG**









SHERATON AVALON FLOWER DE LUCE LOUIS XVI CLASSIC

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WIRE NAILS

...

A trial order solicited.

...

Prompt shipment made.

...

Special gauges made on short notice.

HEAD OFFICE: HAMILTON, CANADA

TENNIS GOODS



This is a reminder that we feature Sporting Goods and that you should handle them. The enthusiasm of outdoor life is growing every year and the more you encourage it the better for your business. We have ready for immediate shipment such goods as will give thorough satisfaction and pay you a good profit. Prices and fuller particulars for the asking.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes—Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

SEASONABLE LINES



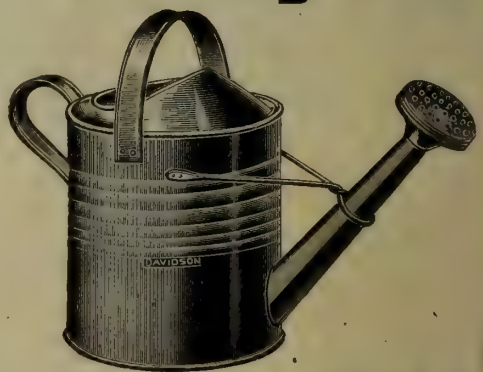
Water Coolers

Nicely Japanned in fancy colors and attractively ornamented, nickel-plated faucet. Six sizes—2, 3, 4, 6, 10 and 15 gallons.

Can also be supplied with excellent Carbon Filters in four sizes only, 3, 4, 6 and 10 gallons.

Each Cooler being carefully packed in a case alone, ensures delivery in perfect condition.

Watering Pots



JAPANNED in bright green and fitted with patent cleanable rose. 7 sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

GALVANIZED. Strong and made to last. 3 sizes: 10, 16, 20 quarts.

Write for Prices

THE THOS. DAVIDSON MANUFACTURING CO., Ltd.

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.

ARROW BRAND **CLOTHES WRINGERS of this style are especially**

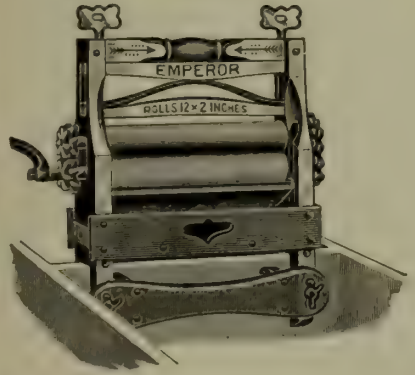
Designed for Modern Houses which are all fitted with Stationary Tubs.

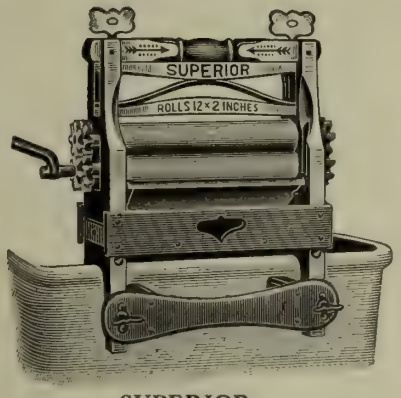
They have 12x2 in. Rolls and

Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick





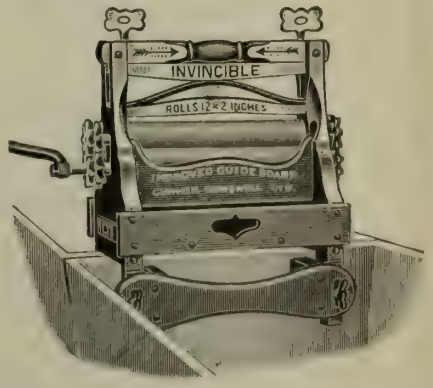
SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs.

Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



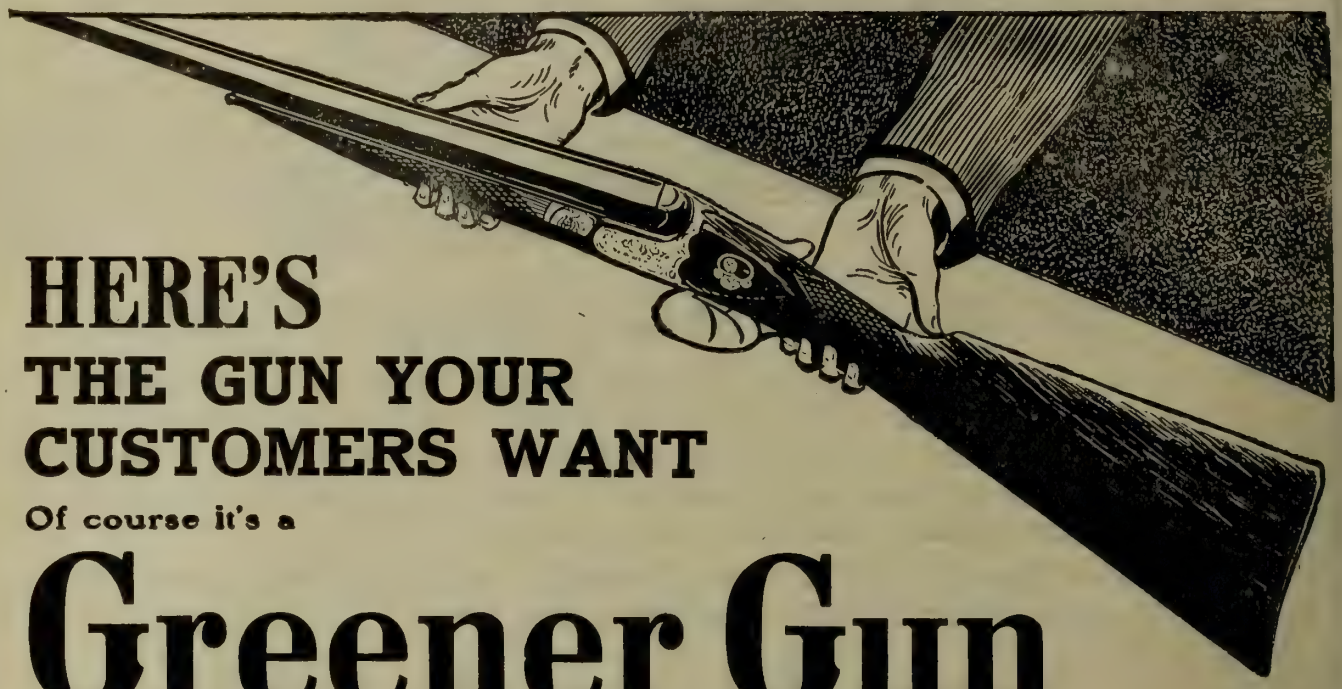
Stock them The demand is growing

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

Made only by

Cummer-Dowswell Limited, **Hamilton, Ont.**



HERE'S
THE GUN YOUR CUSTOMERS WANT

Of course it's a

Greener Gun

and it's only logical to suppose that you will supply it

There's no gun quite as good as the Greener. It is made in the most completely equipped Sporting Gun Factory in the World, under the direct supervision of expert Gun Manufacturing Sportsmen who know exactly what "gunners" require and there's a Century's aggregate experience at the back of every Greener gun.

The name "Greener" is a gilt-edged guarantee and is supported by the highest honors won at 27 International Exhibitions, from the first Exhibition of all Nations in 1851 to the Grand Prix won at St. Louis, in 1904.

There are other features which make the Greener just the Gun for your trade, its SHOOTING Capabilities have achieved a World Wide reputation and the World's greatest Pigeon shooting trophies have been won time after time with Greener guns.

All the old sports remember Dr. Carver's wonderful "old widow," the gun with which he made his World's records fifty years ago, while the "young bloods" know that men like Elliott, Fulford, Brewer and quite recently George Robins made their universal reputations with Greener guns.

There's life in a Greener gun, and it's long life, too, they'll wear for Generations, they look well and handle well, not like lumps of wood and iron, but guns with brains in them, you strip one and you'll see what we mean.

Think these points over and remember there are 38 grades to select from, ranging in price from $56.00 to $1,000.00 and we can give you prompt delivery from our Montreal depot.

Will you let us send you a hanger showing a High Grade Greener gun, it's beautifully embossed in colors and is next best to the real thing, it would prove an attraction to your store ? May we tell the Sportsmen in your district that you stock Greener Guns ?

Descriptive Catalogue H Mailed Free

W. W. GREENER

GUN, RIFLE AND AMMUNITION MAKER

63 and 65 Beaver Hall Hill, - - - Montreal, P.Q.

30 Church Street, New York, U.S.A. **Works: London and Birmingham, England**

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON

Made-up Cans and Trimmings

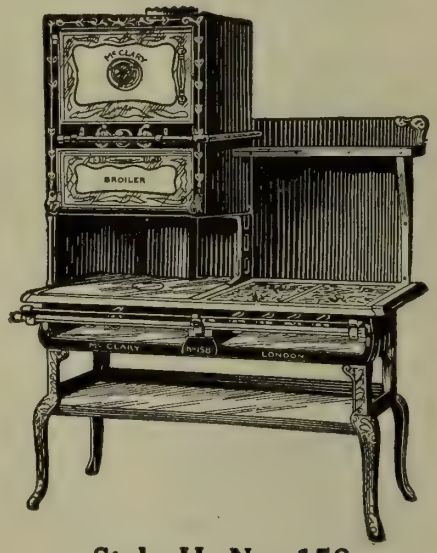
Milk Cans,
Railroad and
Delivery Cans



Cream Cans,
"Samson" Hand
Delivery Cans

We can also supply any trimmings required for these cans. We also carry a heavy stock of tinned sheets, all sizes and gauges.

"McCLARY" GAS RANGE



Style H, No. 158

We herewith show cut of 1911 Series style H, No. 158 Gas Range. The style H McClary Gas Range is considered the acme of perfection. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This Range is fitted with High Shelf, Right and Left Hand Oven, large 18-inch polished Cast Iron Griddle Plate, etc.

Send for booklet on the 1911 Series McClary Gas Range

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

XCELLS HAVE NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

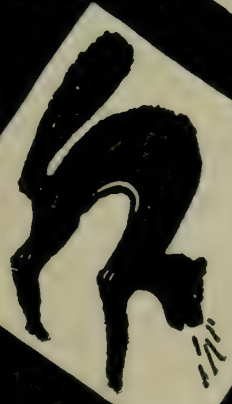
OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for. Registered.



Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY. Write for Prices and Catalogue.



MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

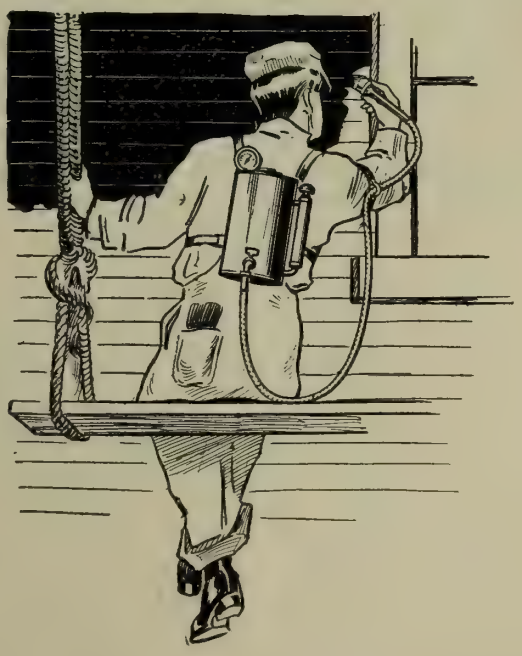
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

PLYMOUTH ROPE

Do you wish to please your customers?

It sometimes takes only a small thing to do it. Try this way: simply stock and offer them a thoroughly first-class brand of rope. We suggest

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope is made in one grade only, and we take pride in making that the best in the world.

PLYMOUTH Manila is what your trade needs for wear and long service. It won't wear out like common cheap rope.

PLYMOUTH Sisal rope is made in the same workmanlike manner as PLYMOUTH Manila, and is better than the second-quality Manila rope being offered to the trade.

Write for folder, "The Rope You Can Trust."

Ask your Jobber for PLYMOUTH.

INDEPENDENT CORDAGE CO., LTD

Canadian Sales Agents
55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

New Catalog No. 10



304 PAGES

Have You Received a Copy?

It is yours for the asking; also the pocket size FREE for distribution among your own customers.

No dealer should be without this fine book of tools, in which we are showing for the first time MANY NEW ITEMS that are bound to prove popular. You should be sure and look them over.

GOODELL-PRATT COMPANY

Toolsmiths

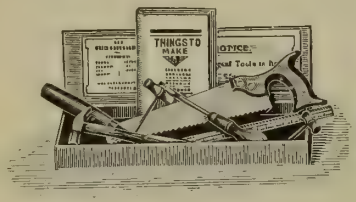
GREENFIELD, MASS., U.S.A.



BRITISH EMPIRE TOOL SETS



ORDER NOW so You Will Have Goods Early for Your CAMPING and XMAS TRADE.



No. 1

No. 1. 7 Tools Retails at 80c.

Saw	Bradawl
Rule	Hammer
Chisel	Turnscrew
Gimlet	Booklet



No. 2

No. 2. 10 Tools Retails at $1.50

Saw	Gimlets (2)
Chisel	Bradawl
Hammer	Rule
File	Mallet
Turnscrew	Booklet



No. 3

No. 3 13 Tools Retails at $1 95

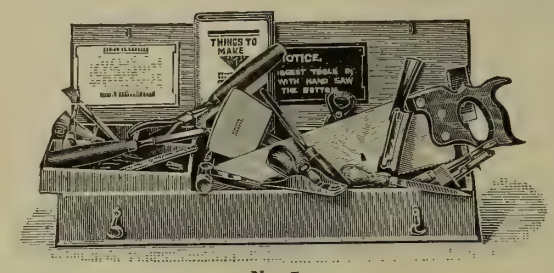
Saw	Hammer	Bradawls (2)
Pliers	Mallet	Gimlets (2)
File	Turnscrew	Nail-lifter
Rule	Chisel	Booklet



No. 4

No. 4 16 Tools Retails at $2.50

Saw	Hammer	Turnscrews (2)
Pliers	Pincers	Marking Gauge
File	Gimlets (2)	Carpenter's
Rule	Bradawls (2)	Pencil
Chisel	Metal Plane	Booklet

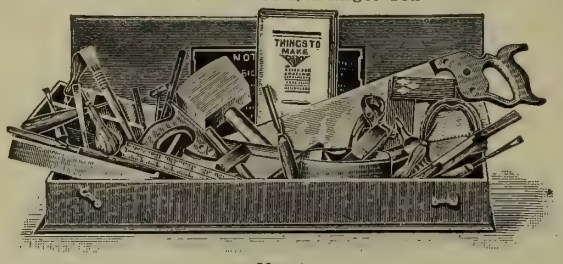


No. 5a

No. 5a Containing 22 Tools Retails at $5.00

Similar to No. 5, but with 18 in. Handsaw, 2 ft Folding Rule and 3 additional Tools, in larger box

The above four sets are all packed in stout cardboard boxes, which are cheaper, stronger and neater than the flimsy wooden boxes usually supplied. The cheapness of the box enables us to give to the public real warranted quality tools at prices which had not before been possible.



No. 6

No. 6 Containing 26 Tools Retails at $7.00

Handsaw (22")	Chisels (2)	Marking Gauge	Marking Awl
Backsaw	Gouge	Turnscrews (2)	Brad Punch
Metal Padsaw	Gimlets (2)	Folding Rule	Glue Pot and Brush
Hammer	Pincers	Bradawls	Carpenter's Pencil
Plane	Pliers	Square	Nails
Spokeshave	File	Mallet	Booklet

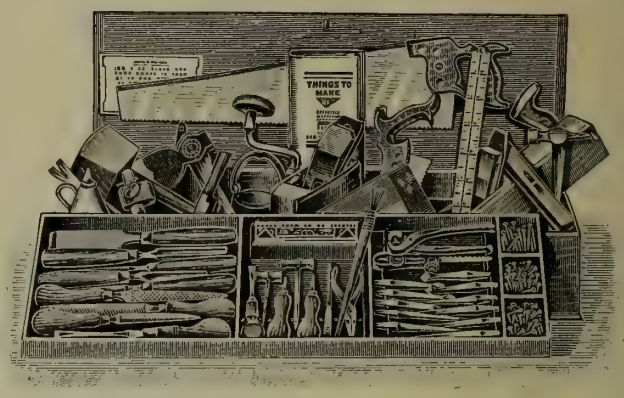


No. 7

No. 7 Containing 34 Tools Retails at $10.00

Similar to No. 6, but with 8 tools added, including Brace and 3 bits, Oilstone, etc., in larger box.

NOTE:—A new fastener is used which is neater and more convenient than the old hooks and eyes. (These fasteners are not shown in the illustrations, as the blocks were engraved before their adoption.)



Sets in Special Polished Oak Chests

No. 10 Containing 60 Tools Retails at $37.50

The tools in this set are all of absolutely the highest quatity obtainable, and everyone bears our full warranty. It would be possible to give many more tools for the same money, but we have preferred to make quality our guide in selecting, and not quantity. Every practical user of tools will appreciate this.

NOTE:—The Trays in these Chests prevent the smaller Tools from getting to the bottom; the Tools are always handy and can be used and returned without trouble.

Handsaw	Marking Gauge	Square
Backsaw	Turnscrews (2)	Oil Stone
Hammers (2)	Rule	Files (2)
Smooth Plane	Bradawls (3)	Rasp
Jack Plane	Padsaw and Blades (4)	Brace and Bits (12)
Spokeshave	Nail-lifter	Hatchet
Chisels (6)	Oil Can	Spirit Level
Gouges (3)	Mallet	Carpenter's Pencil
Gimlets (3)	Marking Awl	Nails
Pincers	Brad Punch	Booklet
Pliers (combination)	Glue Pot and Brush	

THE BOOKLET –Our 48 page booklet: "THINGS TO MAKE," doubles the value of the sets to amateurs. It gives hints on Painting, Staining, Carving, Fittings, etc., and working instructions for making 50 simple and useful articles. We have the sole rights and nothing like it is given by any other maker.

GIVEN FREE WITH EACH SET.

Supplied only through Ironmongers and Tool Dealers.

SOLE CANADIAN REPRESENTATIVES

J. A. HENDERSON

Metals and Hardware, MONTREAL

SPEAR & JACKSON

Limited

SHEFFIELD, ENGLAND



When the Merits of a "Tobin" Simplex Have Sold it to a Customer---Tell Him About the Guarantee

If your customer knows guns, he will ask you for a Tobin. If he doesn't, it is your duty to show it to him, and start him right. Few guns can furnish as many selling points—few have so many merits. Let your customer feel its weight, show him the selected steel parts of mechanism and barrel, the handsome finish, how it cannot fail in accuracy; and when he is convinced that he is a "Tobin" sportsman, tell him about the "money-back" guarantee that accompanies—

Tobin Simplex Guns

Each gun is manufactured from known stock, and every part is made right here in Canada. By scrupulous care in the selection of material, and by honest workmanship we have succeeded in producing a gun the equal of which is not manufactured in Canada, and in but very few other parts of the world is a gun of the hammerless type. But we want to give our customers still more than that, and we have added a guarantee that each "Tobin" gun sold, shall give complete satisfaction. If we fail to please any customer, we will refund every cent of the purchase price without question.

Do you know of another gun which gives you more to offer to a customer? Priced to sell at from $20.00 to $210.00. Write us for full particulars.

THE TOBIN ARMS MFG. COMPANY, LIMITED

WOODSTOCK, ONTARIO

THE TORONTO SILVER PLATE CO.



HALIFAX HOTEL

E. L. MacDONALD
MANAGER

Halifax, Canada, May 5, 1911.

It is not so much what we say about the quality of our Silverware but what our Customers say.

Messrs. Toronto Silver Plate Co.,
Toronto, Ont.

Gentlemen:-

With reference to your inquiry about the wearing quality of your Silverware, we have been using your Silverware for the past twenty years and it has given us every satisfaction.

Yours truly,
HALIFAX HOTEL.
Manager.

The Royal
St. John, N.B.

May 8, 1911.

We absolutely guarantee the quality of Silverware stamped with our name

"The Toronto Silver Plate Co."

Toronto Silver Plate Co.,
Toronto.

Dear Sirs:-

In reply to your query as to the quality and durability of your goods, will say we have used them for years and they have always given us the best of satisfaction in every respect.

Yours truly,

THE RAYMOND & DOHERTY CO. Limited,
President,
Vice President.

FACTORIES AND SALESROOMS

West King Street, TORONTO

E. G. Gooderham, President

The YANKEE

(MADE IN ENGLAND)

The Sensation in England

Retails at $2.00



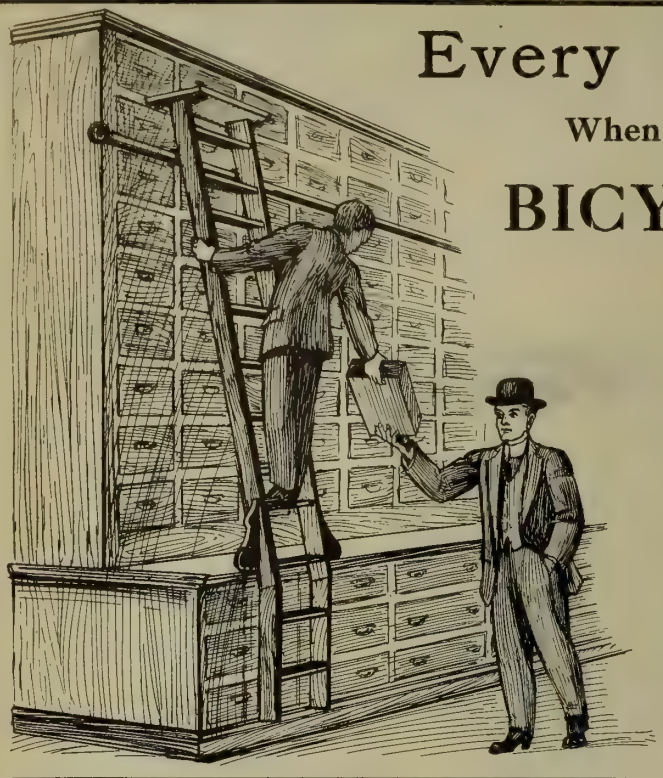
$16.20 Per Dozen Delivered

Put the best known $5.00 Safety Razor on a counter with this YANKEE outfit and, two to one, the customer will choose the YANKEE at $5.00 in preference to the other every time. You can sell the YANKEE because every store has an opportunity to make sales on "better" sets that people buy for gifts and for looks, as well as for practicability.

As it is the custom of the International Distributing Company to give the trade the biggest possible value at the least price and at all times profitable, quick sellers, we are prepared to market the new YANKEE outfit under a positive guarantee of long service and perfect shaving safety razor at $16.20 per dozen, delivered.

INTERNATIONAL DISTRIBUTING CO.

MONTREAL, - CANADA.



Every Shelf is Accessible

When your store is equipped with the modern

BICYCLE STEP-LADDER

These ladders show exceptional elegance of finish and design; are so well constructed and so evenly balanced that a slight push is sufficient to move them even when the operator is on them.

OUR LADDERS HAVE EVERY DESIRABLE FEATURE.

Hamilton Brass Mfg. Co.
LIMITED
Hamilton - - - Ontario

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS
J C CONSTANTIA J C
TRE ⅋ BLE

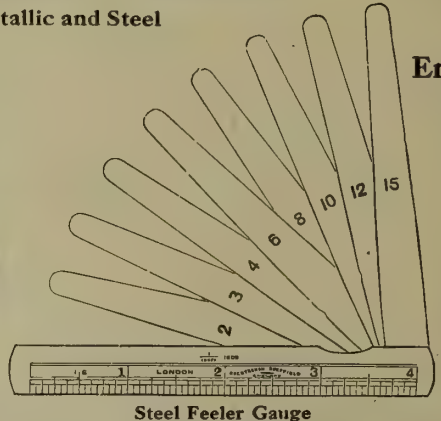
MEASURING TAPES

Linen, Metallic and Steel



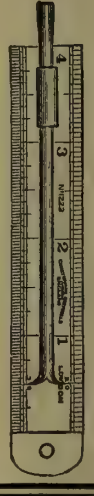
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Steel Feeler Gauge

Engineers' Small Tools



Steel Rules, Gauges, etc.

A Household Necessity!

The best line of Metal Polishes for you to sell—the line of satisfaction and profit—is

Royal Polishes



They are ready sellers, because they are sold at the right price.

We can ship promptly.

Order to-day.

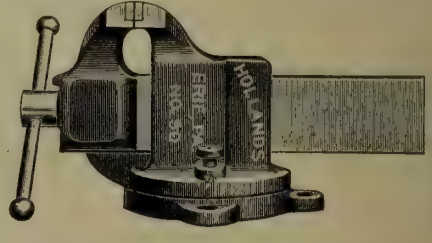
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HOLLANDS VISES

Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

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ERIE, PA.



Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

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ALEXANDER GIBB

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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WRITE US FOR PARTICULARS AND PRICES

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NEW YORK CITY

SIMONDS



There is no saw made that has a more complete guarantee of. quality than the SIMONDS Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

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Branches throughout the United States and Canada.

ESTABLISHED 1849

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Offices Throughout the Civilized World

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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day

PEASE FOUNDRY COMPANY LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY LIMITED

Winnipeg, :: Canada

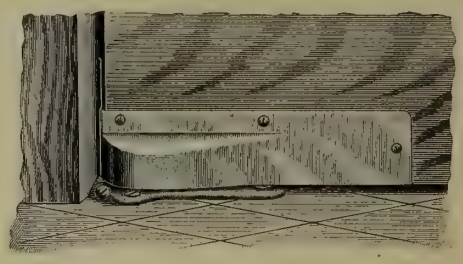
We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

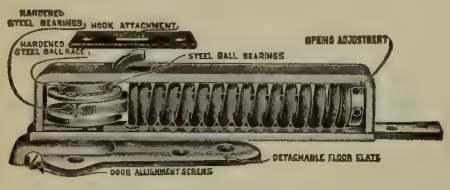
"Standard" Floor Hinges

FOR DOUBLE-ACTING DOORS

Have the call wherever they are known. They swing the door gently, quietly and positively. Have hold-open, spring tension adjustment and door alignment features. They are right up-to-date.

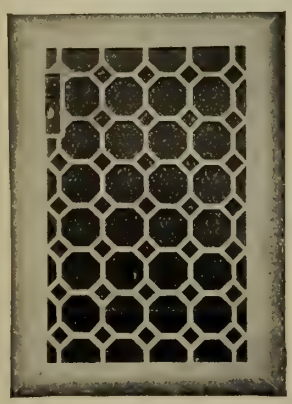
Non-rigid floor plate adjusts itself to any unevenness of the floor.





THE JOBBING TRADE HANDLE THEM.
IF YOURS DON'T WRITE TO

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



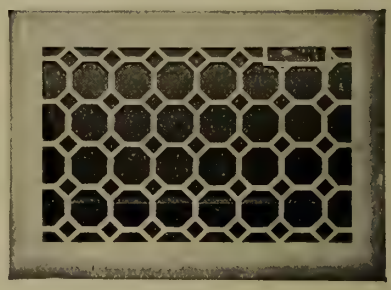
Convex Reversible Wafer, "Upright"

REGISTERS

All Known Sizes, Shapes and Finishes

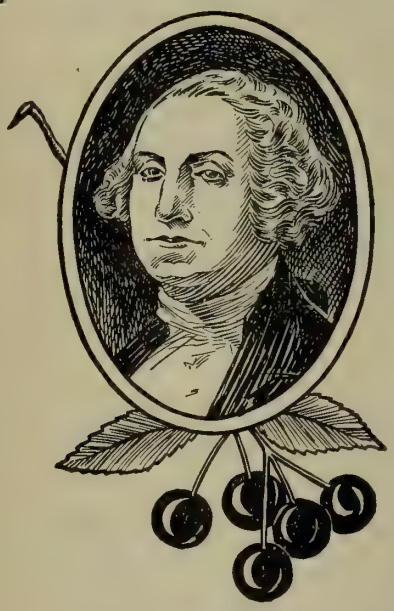
The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario



"ENTERPRISE"

GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

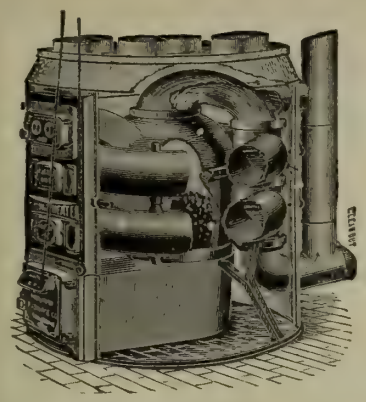
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PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York

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Large Radiation Means Less Fuel

From the point where the products of combustion leave the dome to the smoke exit, the travel is from twenty to forty feet, according to the size of the

"CANADIAN HOWARD" Double Radiator Furnace

used, consequently affording an enormous radiating surface. The gases in combustion reach the smoke pipe at a greatly reduced temperature, the heat having been absorbed for the benefit of the house, hence—economy in the use of fuel, one of our strong claims for this furnace.

It is to the dealer's benefit to handle such a well-made heater.

THE C. NORSWORTHY CO., LTD.
ST. THOMAS, ONTARIO



Copp's Stoves and Ranges

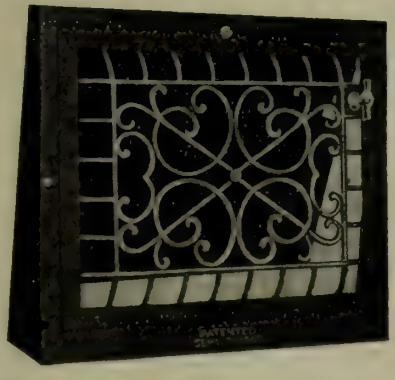
SILVER QUEEN

The Silver Queen in both the 16 inch and the 18 inch ovens is being distributed and we recommend the Trade to secure samples. The 1911 improvements made it one of the most attractive, medium priced Ranges made. Has Lift Key Plate—Sliding Gradable Direct Draft Damper—Deep Ash Pan—Large Fire Box—Patent Low Closet, draws out—Draft Regulator in Closet Pipe—Reversible, Interchangeable Fire Linings

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



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Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane 4.—Plow Plane. 5.—Matching Plane. 6 - Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms

Carpenters will find this tool almost invaluable

Send for catalogue giving complete description.

STANLAND THE WORLD

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL

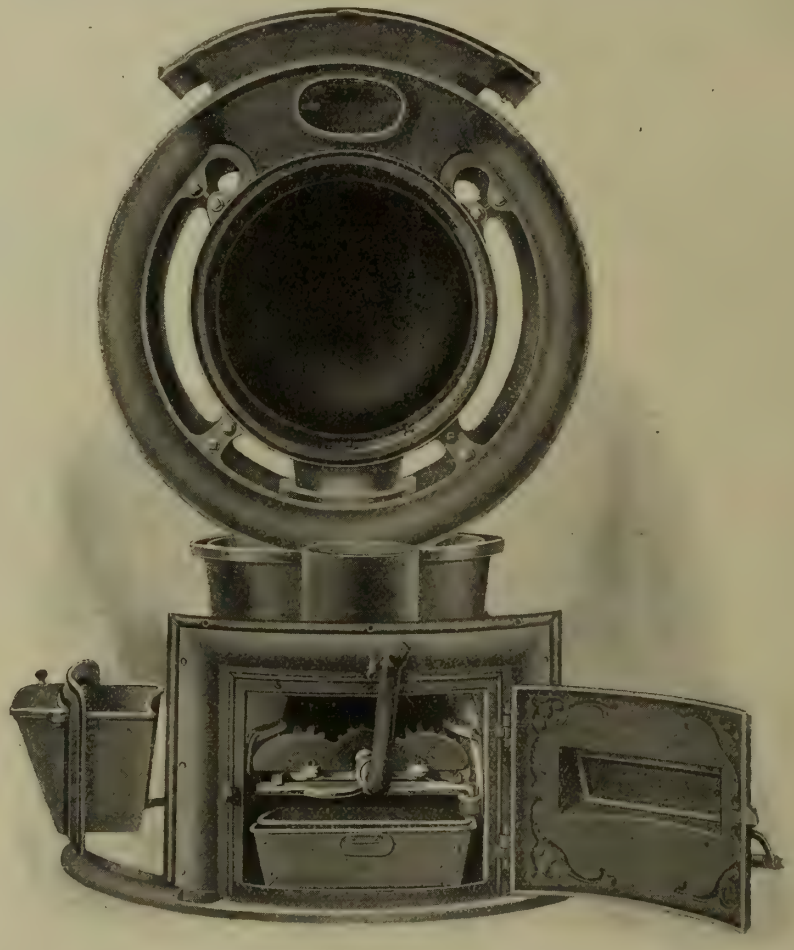
"JEWEL" FURNACE New Pattern. Two Sizes, Nos. 21 and 23

A Special Low Furnace

Different in shape and proportion from our other Furnaces, being specially constructed to surmount the difficulty of obtaining a sufficient pitch to the Warm Air Pipes in buildings with **LOW CELLARS.**

When flat top is used the No. 21 Furnace, cased, will not exceed 4 feet in height.

Diameter of Fire Pot—No. 21, 19 in.; No. 23, 22 in. Feed Door Opening, 13 x 13 in.



All our Furnaces are constructed on Correct Scientific Principles, and are mounted and fitted with the greatest care, under the direction of skilled and experienced men.

OUR FURNACES GIVE SATISFACTION AND STAND THE TEST.

This cut shows the construction of the Furnace.
The part of Furnace above Fire Pot is tilted on its side in order to show Combustion Chamber and Radiator.

The Fire Chamber is of ample dimensions and the **Feed Door** measures 13 x 13 inches.
The Radiator is made of heavy steel plate and surrounds the Fire Chamber, except at Feed Door.
The Fire Pot is made of heavy Cast Iron in two sections, upper and lower. This construction prevents the cracking of Fire Pot by unequal expansion and contraction of the iron. The Fire Pot of No. 21 is plain. The Fire Pot of No. 23 is flanged and has therefore a much greater radiating surface. The two sections of Fire Pot are attached by deep **Cup Joint** packed with asbestos cement. All other joints in Furnace are similarly constructed and a **Jewel** Furnace properly set is **ABSOLUTELY GAS TIGHT.**
The Water Pan is inserted through the outer casing near the base of the Fire Pot. When the pan is kept full the evaporation of water ensures ample humidity at all times.
Notice the **Dust Flue** in front of the Fire Pot, Connecting Ash Pit with Fire Chamber. Through this flue all dust is carried off when cleaning out ashes or using poker or shaker.
No. 21 Furnace has a heating capacity of 15,000 feet. **No. 23 Furnace** has a heating capacity of 25,000 feet.
This is the latest addition to a very large line of **WARM AIR FURNACES.** **Manufactured by**

THE BURROW, STEWART & MILNE CO., LIMITED

Established 1864

Head Office and Factory at HAMILTON, ONT. Branches at Toronto, Montreal and Winnipeg

Western customers will please address The Burrow, Stewart & Milne Co., 130 James Ave., Winnipeg.

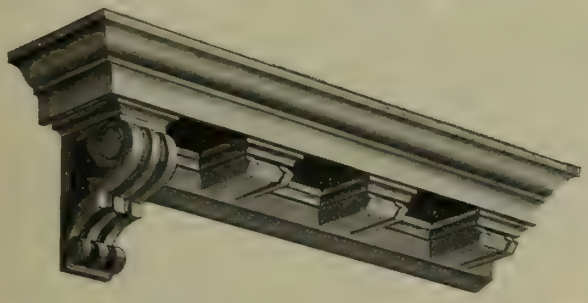


GALVANIZED CORNICES

IS A LINE WHICH RIGHTLY

BELONGS TO THE HARDWARE TRADE

and it Carries a Much Better Profit Than Other Sheet Metal Goods



IT IS A COMMON ERROR TO THINK THAT THIS IS A COMPLICATED LINE. IT IS NOT AT ALL—AT LEAST AS FAR AS THE DEALER IS CONCERNED. OUR EXPERTS HANDLE ALL THE NECESSARY LITTLE DETAILS

SEND TO-DAY FOR OUR CORNICE AND SKYLIGHT CATALOGUE. IT WILL PAY YOU TO LOOK INTO IT AND GET AFTER THIS CLASS OF WORK.

GOOD PROFITS—NO CARRYING IN STOCK

Our Galvanized Cornices are Unequalled for Finish and Easy Erection

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

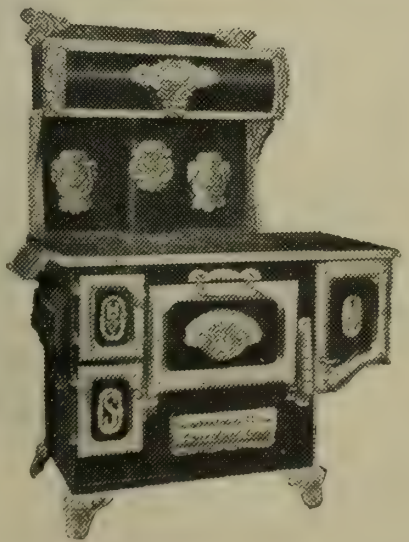
(4)

Convenience in Operation

The Empire Steel Range

The Empire Steel Range has two flues, perfect fire box, large broiler door, interchangeable and quick heating water reservoir. It is handsomely nickeled and built to wear.

This is our Highest Grade Steel Range, made of extra heavy flat polished steel.



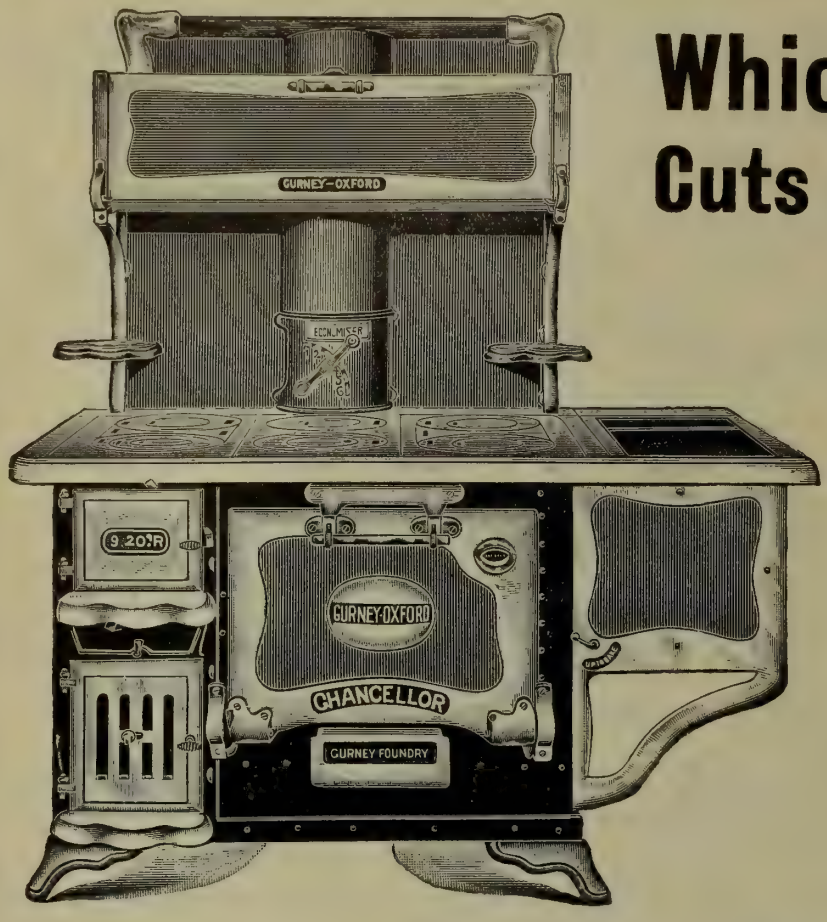
Our Ranges are all made of the best material and by skilled workmen.

Their quality, convenience and beauty alone bring scores of customers and at the same time we advertise extensively. They are ideal for perfect and rapid heating and baking.

Write for Specifications and Catalogue

The Canadian Heating and Ventilating Company, Limited

OWEN SOUND, ONT.



Which of These Cuts Can You Use?

WE will put large advertisements in the papers that circulate in your town, helping you to sell stoves, Mr. Dealer, at our expense. If you can use the extremely handsome cuts, illustrated here, in your local papers, between now and August 15th, we will gladly supply them, on receipt of a post-card to our Advertising Department.

Meanwhile, better find out about this advertising campaign, and just what it means to *you*. It is all written up in a unique way on stove salesmanship, and we will be glad to send you a copy if you send a card to our nearest office.



GURNEY-OXFORD

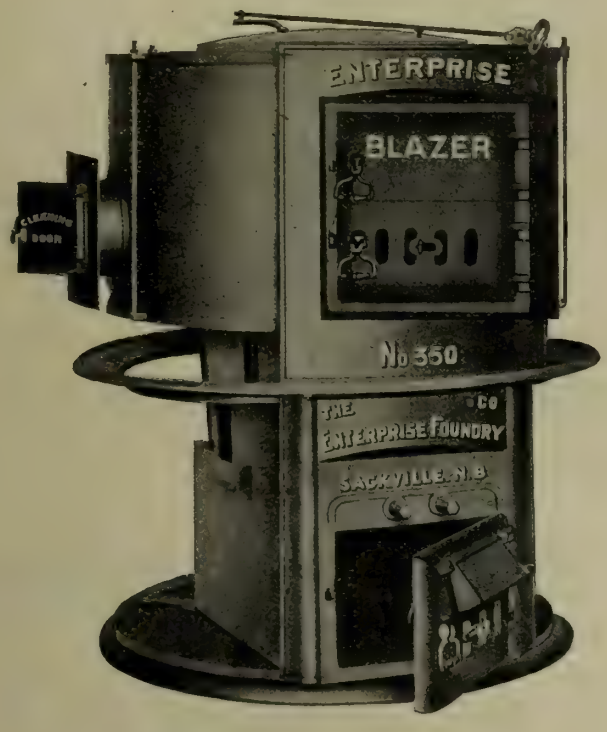
THE GURNEY FOUNDRY CO., Limited

TORONTO MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

GURNEY-OXFORD

THIS IS THE ENTERPRISE BLAZER FURNACE

Now well known from coast to coast with a well deserved reputation for heating power and ease of management.



If you are a furnace dealer, and have not yet investigated the Blazer, it will pay you to do so.

A few of its special features are:

The Patent Fire Pot (exclusive to the Blazer),

Extra large and heavy Radiator,

Very deep Ash Pit,

Large Feed Doors,

Excellent Clean-out Doors in Radiator,

Direct Draft Damper.

It has many other good points, al clearly described in special illustrated circular, sent on request.



PATENT FIRE POT

——NOTE THIS——

No. 250	Fire	Pot	weighs—135	lbs.
No. 350	"	"	" —175	"
No. 450	"	"	" —250	"
No. 550	"	"	" —350	"

THE ENTERPRISE FOUNDRY CO., Sackville, N.B.

Distributors in Western Canada:

Fred. J. C. COX & CO., Winnipeg, Calgary, Edmonton W. T. McARTHUR & CO., Vancouver, B.C

THE ENTERPRISE HARDWARE CO., Saskatoon, Sask.



Morrison's Improved INJECTORS

HAVE STOOD THE TEST OF SERVICE

They have been used for many years and have proved themselves the most economical Injectors to install and the most reliable in all classes of work.

An Unusual Opportunity

Take advantage of this opportunity to get the HIGHEST GRADE INJECTOR on the market--one that is recognized by engineers as the BEST. It operates at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements. We have established and maintain the highest quality known in J.M.T. Standard Injectors and J.M.T. Improved Injectors. They have strong working points and give perfect satisfaction.

Write for Catalog.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

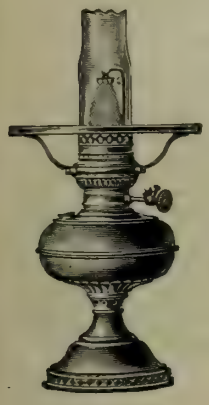
Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

Established 1868

J. HIRSCHHORN

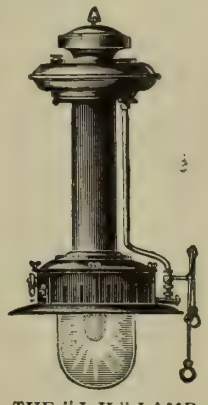
148-149 KOPENICKER ST. BERLIN, GERMANY



THE "CARMEN"

Lighting Experts and Manufacturers of

Electrical and Gas Fittings, Kerosene Burners and Lamps, Incandescent Kerosene Mantle Burners, Kerosene Heating and Cooking Stoves.



THE "J. H." LAMP

For 1911 we are Putting on the Market

The "Carmen" Kerosene Incandescent Air-Draught Table Lamps

The "J. H." Intensifying Kerosene Inverted Lanterns (without artificial pressure)

Constructed upon Entirely New and Scientific Principles

Telegrams: "Kerosina, Berlin," Germany

GOOD AGENTS WANTED THROUGHOUT CANADA

Code: A B C, 5th Edition

BISSELL'S Annual Fan Offer for 1911

Grand Rapids, Mich., May 25, 1911.

To Our Canadian Customers:

In presenting our Fan Offer this season, we want to emphasize that we are supplying the best quality folding Japanese fan that has ever been furnished gratuitously (as far as we know), for advertising purposes.

With each dozen "Cyco" or Ball Bearing sweepers ordered in response to this Offer, and to be shipped between now and August 10th, we will furnish free 50 of these extra quality fans. We are trying the experiment this year of giving our customers a better quality fan that we have furnished heretofore, believing that while reducing the quantity we furnish with a dozen sweepers to fifty, results will be better and that your good customers will be highly pleased to receive one of these better quality fans. Please note that when we already have orders for "Cyco" or Ball Bearing Sweepers to be shipped while our Fan Offer is in force, the fans will be included with such shipments just the same as if you ordered sweepers in response to this letter.

As this offer is made to stimulate business during the hot season, you will understand that we cannot furnish the fans on account of orders received and shipped prior to the date of this letter. Please bear in mind that we cannot undertake to print dealers' names on the fans; you can put your name on the fans easily with a rubber stamp.

We trust you will see wherein the fans will be of benefit to you during the hot season to pass out to your customers, and that we may be favored with your order. Goods will be shipped from our Canadian Factory at Niagara Falls, Duty Free.

Yours truly,
BISSELL CARPET SWEEPER CO.,
ROBT. E. SHANAHAN,
Secy. and Gen'l. Mgr.



YES, IT IS THE KING

our popular No. 025 King Grindstone you see in so many hardware stores.

Dealers recommend this for the satisfaction and profit it brings, knowing that we have studied their customers' requirements.

Are you familiar with our entire Grindstone and Hanger line?

Write for catalogues and prices to-day.

Richards - Wilcox Mfg. Co.

AURORA, Illinois, - - U.S.A.

Metal Ceiling and Sidewall

Designs that are Extremely Attractive



Ceiling Design, No. 752

You will save time and money by adopting our ceiling material.

Send Measurements for Estimate

McFARLANE & DOUGLAS, Ltd.

250-260 Slater St., OTTAWA

Washday is a Triumph

FOR

CANE'S
Washboards

A washboard for every purse and each the best at the price:

IMPROVED GLOBE—Thin back solid zinc washing plate.

ORIGINAL GLOBE—Heavy back zinc washing plate.

DIAMOND KING—Glass washing plate.

WESTERN KING—Enamel Washing plate.

Wm. Cane & Sons Co., LIMITED

NEWMARKET, - CANADA



Our Catalogue will show you all our Washday Woodenware.

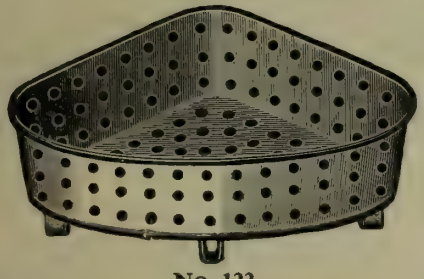
Send for it to-day.

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"

ENAMELLED SEAMLESS STEEL SINK BASKETS



No 122

Enamelled White/White

You are alive to the importance of cleanliness; therefore you cannot afford to pass "JUDGE BRAND" when buying enamelled sink baskets.

They are SEAMLESS and therefore easily kept scrupulously clean, as there are no seams or cavities to hold the dirt.

They are absolutely the best and most sanitary sink baskets on the market. They are beautifully enamelled and the prices are exceedingly low.

"JUDGE BRAND" is a guarantee of first-class quality and finish. Therefore when ordering, specify "JUDGE BRAND." Small orders can be enclosed to Montreal.

SOLE CANADIAN REPRESENTATIVE:—**JAMES A. HENDERSON Metals and Hardware, 234 Board of Trade Building, Montreal,** where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application with discounts, duty unpaid and duty paid.

Immediate Shipments can be given.

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.

ACORN QUALITY

The Metal Shingle & Siding Co., Limited

Factories:
Preston, Ont.
Montreal, Que.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



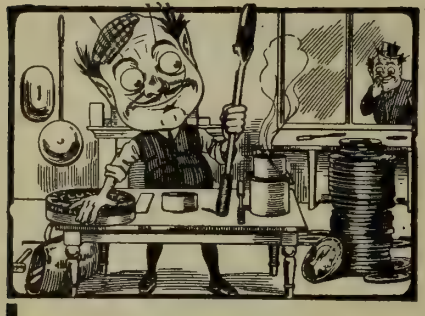
WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a reguiar gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties — Very Soft and Pliable. Extra Strong. GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.

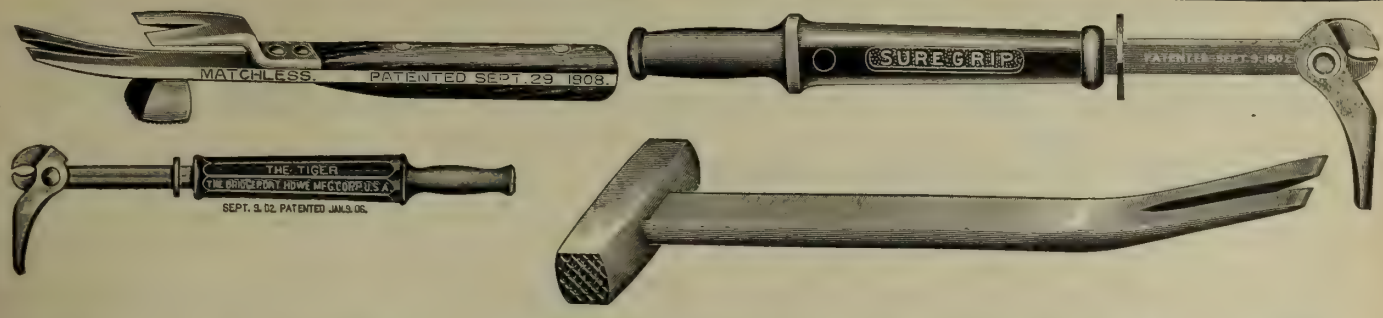
BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.

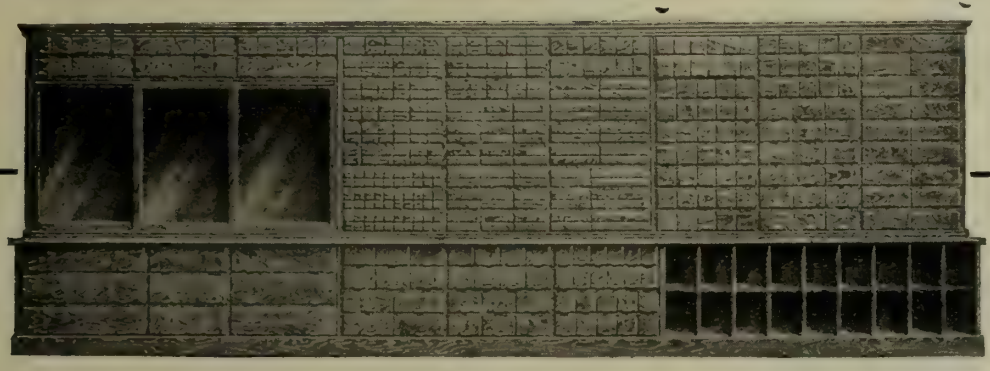




Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

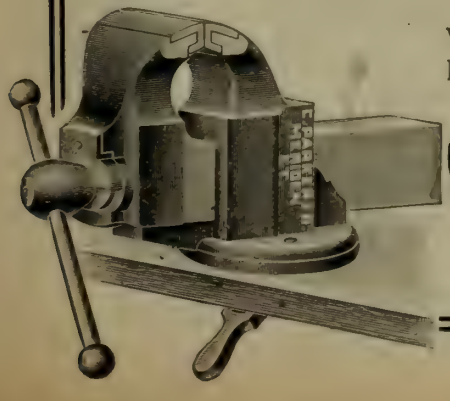
Adopted After Exhaustive Tests!

For heavy service we specially recommend

PARKER'S
Swivel Heavy Railway Vise

The steel faces of this vise are milled and fitted to the jaws, and are renewable.

The above vise is especially strong and durable, and practical tests have caused it to be adopted by many leading companies.



Write for Our New Illustrated Catalogue

THE
CHARLES PARKER CO.
MERIDEN
Conn. U.S.A.

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA

LABOR SAVING
SINK STRAINER

Mrs. Vrooman's Sink Strainer with strong wire stand is the most convenient and reliable on the market. It is finished in fine blue enamel. The Stand is electrically welded and heavily retinned.

An economiser is always valuable to you, as your customers demand it, and pleased customers will increase your trade.



Mrs. Vrooman's Sink Strainer is larger than others but sold at the same price.

Send for catalog of money making specialties.

Andrews Wire Works of Canada, Ltd.
WATFORD, ONT. ROCKFORD, ILL

JAMES GARTLAND & SON
BIRMINGHAM, England LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



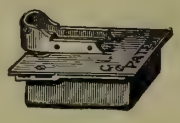
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

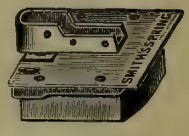


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
28/- each

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Collapsible Go-Carts



No. 253

GENDRON COLLAPSIBLE GO-CARTS are noted for their beauty, design, comfort and quality.

These Go-Carts will stand all kinds of usage and can easily be folded and deposited in a very small space.

We also manufacture Carriages, Folders, Bathroom Fittings and Hardware Specialties, that are unequalled on the market.

Our goods bring **big profits**—write for catalogue.

The Gendron Manufacturing Co. Ltd.
TORONTO, CANADA

Leeknott

CASCO
ROOFING
MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.
Roofers' Supplies
220 KING STREET WEST
TORONTO
AGENTS WANTED.

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. **Prompt shipments our specialty.** **Correspondence Solicited.**

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348

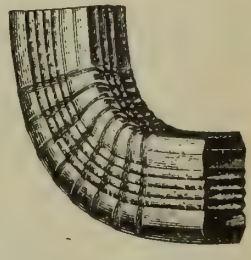


THIS IS THE HANDSOMEST PIPE IN CANADA



Our square corrugated pipe is made in two sizes, with elbows and hooks to match. The sizes are 2⅜ x 3¼ in. and 2¾ x 4¼ in., which are equal to 3 and 4 in. round pipe.

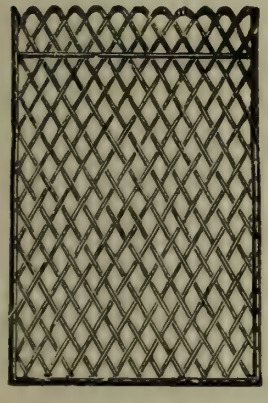
We also make eavetroughs, all styles of conductor pipe, skylights, elbows, ventilators, ridge roll, valleys, crimped iron and corrugated iron.



WHEELER & BAIN

THE QUICK SHIPPERS

TORONTO CANADA



ARE YOU DOING ANYTHING

in the way of pushing the sale of Window Guards? Every school, church, hall and other public building in your locality that is not already supplied offers you an opportunity to sell

GREENING'S

WIRE WINDOW GUARDS

We make them to special order in an enormous range of style, shape, size and finish to sell at all prices. We are the oldest established and the largest manufacturers of this class of goods in Canada with an untarnished reputation for supreme quality, careful finish and low prices.

Write us about the requirements of your locality, giving full particulars as to size, quantity and for purpose they are to be used, and we will send you samples and prices.

The B. Greening Wire Company, Limited

HAMILTON MONTREAL WINNIPEG

NOTICE THE TEETH
OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



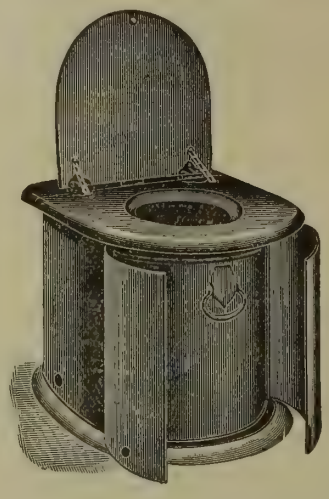
These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe" "Eagle"
"McLellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.
(Dominion Works)
Port Hope, Ontario.

Sanitary Chemical Closet



That has Earned the Name of Sanitary

No Water No Plumbing

Sanitary Odorless

A Closet that is especially planned for rural districts where they have no sewerage connection.

A closet that is perfectly Sanitary and odorless—a closet that is made right, works right, and is right at all times, and for sale by the leading Hardware Merchants in every town. **Write for catalogue "F."**

Red Cross Sanitary Appliance Company
5 Dineen Bldg., Cor. Yonge and Temperance Sts., Toronto

A HIGH GRADE
TRADE BUILDER



When You Sell
HAY SLING CARRIERS
Sell the BEST.

The "STRATFORD" cannot be equalled in quality, price and service by any similar machine on the market.

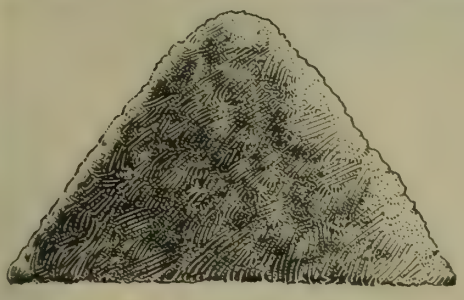
The advantages of the Stratford with her parallel pulleys working at right angles with the track, are apparent to all.

They save 20 feet more draft rope between the carrier and the load than any other you can buy. They also greatly reduce all friction.

The Stratford has no stop latch or knocker to get loose or otherwise make trouble. It has no side or guide rail. The track is left absolutely free to swing and adjust itself to line of draft.

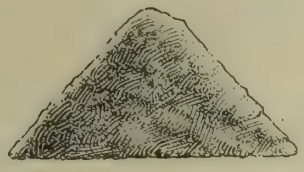
WRITE FOR PROPOSITION AND PRICES.

The Stratford Mfg. Co., Limited
STRATFORD ONTARIO CANADA

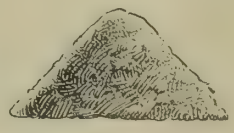


No. 1—4 Quarts of Dirt.

Remember the "Automatic" "Blows" as well as "Sucks," which no other Hand Power Machine does.



No. 2—1½ Quarts of Dirt.



No. 3—1½ Pints of Dirt.



Retail Price, $25.00.

A Vacuum Cleaner Test

The "AUTOMATIC" The Greatest Cleaner

Here are three piles of solid dirt.

PILE No. 1. (4 quarts) was pumped out of one strip of carpet by the AUTOMATIC.

PILE No. 2 (1½ quarts) was removed by another well-known vacuum cleaner.

PILE No. 3 (1½ pints) was also pumped out by a well-known suction cleaner. Each cleaner was given a perfectly fair test under exactly the same conditions.

The AUTOMATIC removed nearly three times as much as the next best and more than five times as much as the second best.

This simply shows the difference in cleaning power between the powerful but easy-running AUTOMATIC and other vacuum cleaners.

Every AUTOMATIC is sold with the positive guarantee to clean carpets, rugs, upholstered furniture, mattresses, pillows, etc., cleaner than any hand-power machine on the market or we will refund your money.

The AUTOMATIC removes every atom of dirt, moths, microbes of every kind, leaving the carpets and all household furniture as fresh, bright and clean as new. It is easy to operate and so well made that we guarantee it absolutely in every respect. We also make an Electric Vacuum Cleaner, which retails for $110.00. **Write for our free circular and discounts which tells you why the "AUTOMATIC" is the best.**

MANUFACTURED ONLY BY

ONWARD MANUFACTURING COMPANY, BERLIN, CANADA

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in this paper and it will bring results. Two cents per word for first insertion one cent per word for each subsequent insertion. See page 22 for yearly rates.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Buy Guaranteed
DOMINION CARTRIDGES

Because every process of manufacturing, from the drawing of the brass to the loading, is done in our own factory.

Suit all Arms—All Calibres—All Conditions

Moreover, DOMINION has stood the test of years of competition, confirming our assertion of unexcelled quality, high uniform velocity and extreme accuracy.

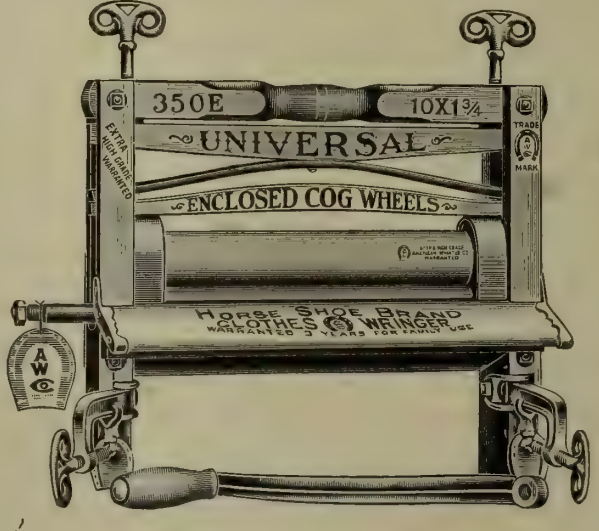
Dominion Cartridge Co., Limited

MONTREAL - - - CANADA

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 38IE	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

Unusual Ideas in Window Displays

Attention is Attracted and Business Increased by Novel Fishing Tackle Display —Interest Maintained by Offering Prizes for Trout Catches—Hardware Window Display Capped by Masonic Emblem—Price Cards Add to Selling Value.

If there is one direction more than another, in which the Canadian retail hardwaremen are making progress, it is in window dressing. Go where you will, you will find a good proportion of the hardware dealers of the country who are making a conscientious effort to develop the business-bringing efficiency of their window displays.

Of course, there are many cases where windows, as an advertising medium, are



Miniature Fish Pond in a Window.

apparently much neglected. At any rate they produce anything but a favorable impression on the passer-by. But even in several of these instances, it will be found that the dealer has really made a very studied effort to fix up his window, evidently recognizing its possibilities as a trade bringer.

The trouble with such dealers is that they have not the right idea of window dressing; and in this work it is the idea that counts. Some hardwaremen seem to think that their window should contain a sample of everything carried in their store. The result is a badly jumbled and miscellaneous collection which repels rather than attracts the public.

Quite naturally, such dealers do not think it necessary to change their windows, except when they add a new line, and then by dint of strenuous exertions, room is found for samples of the new goods, and the window looks worse than ever.

The writer passes two or three of such stores on his way to the office every morning. The only change he has noticed in their make-up during the past five months, has been the addition of an occasional paint poster, furnished by the manufacturers.

In one of these store windows, there is a paint poster, stuck to the window, so high from the sidewalk as to be almost invisible to the passer-by, and it is actually pasted on wrong side out. That dealer, in pasting up the signs, no doubt considered that he was doing a meritorious act, but he simply had the wrong point of view. He was on the inside looking out, and his imagination couldn't picture the attitude of the man who might be on the outside looking in. The sign read all right to him as he was pasting it on the glass, therefore it must look all right on the outside, as well.

The Attitude of the Buyer.

In window dressing as in advertising, it is the man who can, on occasion, put himself in the attitude of the buyer, who achieves success. The question which the window dresser should constantly ask himself, is "how will that window impress the passer-by ?"

Sterling Moffatt, who dresses windows for Connelly-Fairweather Hardware Co., at Sussex, N.B., has evidently grasped the idea, and he has evolved some windows which have materially added to the firm's business.

A very novel but effective idea was recently tried out by Mr. Moffat in dressing a sporting goods window. The feature of the display was a miniature fish pond, supplied by an upright pipe in the centre, with a sprinkler on top, which threw a spray of water over the pond. The window is trimmed all over, with moss, and the spray-pipe is also entwined with asparagus. In the left-hand corner, there is a deer, looking down into the pond, and the back ground of the window is adorned with all kinds of fishing tackle suggestions, which are also scattered about among the moss.

Fishing Competition a Feature.

As an added attraction the miniature pond is stocked with different specimens of trout such as are caught in the lakes of the Sussex district. These trout are supplied as a result of a competition held by the firm, which is arousing a lot of interest among local sportsmen. A prize consisting of a Special Two-Tip Split Bamboo Rod, has been offered for the best average of one half dozen trout, caught in or about Sussex. The competition has been eminently successful, no less than forty-two trout having been put into the pond during the past two weeks. The sportsmen of Sussex and surrounding country, are taking a keen interest in watching the trout in the pond, and this is creating an unusually brisk trade in fishing tackle.

The windows in which Mr. Moffat displayed paints and brushes on the one side, and tools on the other, were well designed and proved to be good business bringers. In both these windows, every article had a plainly marked price card attached, but the illustration is on too small a scale for these to show prominently.

A cleverly conceived idea in connection with the tool window, was the Masonic emblem of square and compass, which capped the display.



Well Designed Paint and Tool Windows.

Aggressive Methods of Handling Stoves in Summer

Orangeville Dealer Follows Up All Prospects by Personal Calls—How Stratford Firm Ousted Transient Traders in Their Section—It Pays to Feature Gas Stoves at This Season of the Year—An Ingenious Method of Securing the Trade of "Newly-weds."

Selling stoves in summer time is an occupation that entails much work, thought and ingenuity. The difficulties presented are such that few dealers ever really strive to lift their store departments out of the mid-summer rut. After the spring trade, they are content to rest on their oars until the big autumn rush. Three or four months of active selling constitute the stove year of a great many dealers.

There are, however, bright exceptions to the rule. By timely efforts to stimulate demand, many retailers manage to keep things moving pretty much all the year around.

The Gas Stove Trade.

At the present time the trade in ranges has just about petered out but gas and oil stoves are still selling well. People are rapidly learning that a gas stove is a great convenience during the warm weather and practically all homes where gas is available are being equipped with that very useful article. The demand for oil and gas stoves for use in summer homes is also on the increase. As this is the season of the year when the fortunate families, who can afford to flit to a summer resort, are rapidly leaving the cities, there is a well sustained demand for oil stoves and small gas ranges and grates. It is, therefore, found highly profitable to advertise these lines. "Take a gas stove to your summer cottage," reads an ad. used by an Ontario hardwareman, which has brought splendid results.

Noticing that the capacious windows in the Gurney Oxford store on Yonge Street, Toronto, were stocked with an interesting assortment of gas stoves, the writer made some enquiries as to the results obtained.

"We are doing a good business right along," declared F. H. Smith, the manager. "Of course, our trade centres very largely at the present time in gas and oil stoves. People are now pretty well settled for the summer and consequently the demand for ranges is not very active."

"As you noticed," he continued, "we are featuring gas stoves just at present and are doing a first class business, despite the fact that the season is getting on. The best method of stimulating demand is to keep attractive displays in the windows. Newspaper advertising, combined with continuous and effective use of the store windows, can be depended upon to create a demand."

Offered Cook Books.

The season is not so far advanced, however, that the dealer need despair of selling coal stoves and ranges. Many young couples are starting housekeeping this month and the trade of the "newly weds" makes June a highly profitable month for the furniture dealer. Why not for the hardware and stove man? The new home needs a range just as much as chairs and tables. Many couples, of course, leave the purchase of a range until the fall; some, however, fit up their homes completely at the outset. More could be induced to do this if a little effective advertising were done.

A case is recalled where a dealer in stoves advertised that he would give a cook book free with every purchase of a range. The book he offered sold at $2 and was consequently a valuable premium. The offer was, of course, a direct and rather wily bid for the trade of the newly married couples. It is an open secret that the bride finds a cook book very handy. The plan worked out so well that he repeated the offer each year afterward with equally satisfactory results.

Feature Small Ware.

An effective method of stimulating trade in the stove department is to feature the sale of tinware and kitchen utensils of all kinds. Women shopers will be attracted by a display of small articles of this description where, perhaps, they would pass a stove window without a second glance. Once inside the store, the salesman has a splendid opportunity to interest them in the question of a new range or a gas stove.

In some homes still the old time method of cooking with wood in a range is still observed during the summer months. It makes the house unduly warm and turns the kitchen into a mild inferno, but the long suffering and patient housewife has done the same for years and has never seriously considered any other way. When asked why she does not use a gas stove, she would probably reply that the price is too high. But let the salesman broach his proposition this way:

"Would it not be worth a dollar or two a month, to you to do your cooking in greater comfort? Certainly it would. Well, you can get a gas range for just that amount. Pay us so much down and a couple of dollars a month and we will sell you this range. By next summer, it will be paid for."

An argument of that kind is invariably found effective. What the dealer so often lacks, however, is the opportunity to present his arguments. A sale of tinware, which attracts women buyers to the store, gives him an opportunity to canvass them on the question of a new stove.

Followed Up Prospects.

Outside canvassing can be done with splendid success during the summer months. This is proven most conclusively, and often to the home dealer's undoing, by the transient stove salesman. Some retail dealers are wide awake enough, however, to follow out a campaign of the same kind themselves.

S. A. McCartney, of Orangeville, has adopted a system of following up prospects, which brings splendid results. He makes it his policy to secure as many names as possible of prospective purchasers, either in the town itself or in the surrounding district. This is done by enquiries from customers in the store and by generally keeping in touch with the happenings of the district. When a prospect has been secured, Mr. McCartney loses no time in getting after the business. He does not depend on a letter nor yet on a personal call. Instead, he loads a stove on a rig and drives out to the house in question. It is seldom that the rig does not come back empty.

The advantages of such a plan are obvious. It enables the salesman to see the customer before any competitors. He is able to demonstrate the stove effectively and, if the purchase is made, to install the article right there and then. The latter point is an important one. The salesman can bring the bargain to a head by placing the stove in the kitchen and showing the housewife how neat it looks and how it adds to the appearance and brightens up the room. As a "clincher" in binding the bargain, it has no equal.

Mr. McCartney does a splendid stove business and can, no doubt, place much of the credit to the thorough and aggressive system that he has adopted.

Meeting Transient Traders.

As stated above, the transient stove salesman has demonstrated that selling stoves in summer time is not an impossibility. Hawkers of this description generally concentrate their efforts on the country districts. They make a centrally located town their headquarters, ship in a carload or two of stoves, hire

a rig and start out to canvass the country. They do their work thoroughly, canvassing the country from end to end.

They make many sales. In the first place, they are prepared to meet any terms that the farmer cares to demand. Cases are known where stoves have been sold on two years' time. The traders will sometimes take second hand articles in exchange as part payment—an old stove, a washing machine or a cream separator. It looks like a bargain to Mr. Agriculturist and he buys the stove, little thinking that he is paying $60 for something that he could get from his hardwareman for $40. The trader has to get the top notch price because he takes all kinds of chances and has to wait for his money.

In many cases, the sales made by the hawker do not infringe on the trade of the home dealer. Stoves are sold to persons who would not otherwise have thought of buying. But in a majority of cases, the people who buy would otherwise have gone to the home dealer sooner or later and the latter has lost a valuable sale.

In all sections where the transient trader is found—and, like the measles, he is liable to break out at any time in any district—it behooves the stove dealer to "take counsel with himself" as to means of meeting this insidious and dangerous form of opposition.

A vigorous measure was adopted by Macdonald & Henry, of Stratford. The peddler was making himself particularly obnoxious around the Classic City and the whole district was being raked clean. Macdonald & Henry kept their ears open and soon began to hear complaints from people who had bought stoves from the plausible peddlers. Singling out one instance, McDonald & Henry went to the man—a farmer, residing not far from the city—and found that he was not satisfied with the working of his stove. They gave him one of their own in exchange. It was a good stove and they knew they could recommend it. The man could have bought it from them in the first place for less than he had paid to the peddler. The discarded stove was then placed in view in McDonald & Henry's store window, with a statement of the facts of the case and an offer to sell it for $15. There were no takers at the price, although that figure was about a quarter of what it had been originally sold for.

This incident set the people of the district thinking and the hawkers found that they had been "checkmated." People would meet their proposition with the crushing retort: "I can get that stove from McDonald & Henry for $15."

The fact remains that the home dealer is seriously menaced by the opposition of hawkers. In some sections, the situation is grave. It would pay the dealers in these sections to adopt some measure to impress on the public a few home truths.

Enclosure Privilege Should Not Be Abused

Some Dealers Do Not Show Due Consideration in Shipping Through Jobbing Houses—One Instance of Recent Date Recalled—The Situation Reviewed From all Standpoints.

Having often heard the complaint voiced that some retailers are prone to overdo the enclosure privilege, the writer took up the question the other day with the sales managers of several jobbing houses. To judge from what these gentlemen said, the privilege has been abused to a considerable extent in some cases. The jobbing houses receive an immense assortment of goods to send on as "enclosures" with goods ordered from them. Sometimes, though of course only in rare cases, the enclosures exceed in bulk the order filled by the jobber.

Here is one instance. Recently, an Ontario dealer sent in an order to his jobber for an assortment of goods and had a collection of enclosures sent to the jobber's warehouse so completely out of proportion to the size of the order that the salesmanager had a list prepared for purposes of comparison. The shipment sent out to this one dealer was found to be as follows:

Jobber's Goods.

1 box hardware.
1 parcel hardware.

Enclosures.

2 boxes tinware
1 parcel tinware.
1 bundle stove bricks.
1 parcel rubber goods.
1 parcel shoo fly rockers.
1 bundle toy barrows.
1 bundle iron wheels.
2 boxes paint.
1 only single wagon.

The goods ordered from the jobber weighed 70 lbs., the enclosures made up a weight altogether of 170 lbs. "But that is not what we complain so much about," declared the sales manager. "Many of the enclosures were articles which we could have sold to that dealer ourselves. For him to go to another firm to buy goods which we sell ourselves and then ask us to ship them on for him, is the last straw."

In the Warehouse.

A visit was made to the shipping warehouse. One corner of it has been dubbed "enclosure corner," and set aside for the storing of goods of that description. It was found to be heaped up with a motley collection of articles. Many heavy boxes, attaining almost to the dignity of packing cases, were to be seen, together with an infinite variety of small articles.

"That box of paint," the writer was informed, "has been here for months waiting until such time as the purchaser gives us an order so that it can be sent on." A large packing case was pointed out; it had been in the warehouse for a couple of weeks and was taking up a lot of valuable room. There were piles of goods consigned to individual dealers which had been gradually accumulating.

It was quite apparent that a tremendous amount of work was involved in handling the enclosure department. Articles must be looked up, telephoned for, and kept track of. The work of making up and checking over shipments has been materially added to in this way.

There is equal responsibility with enclosures as with orders. If anything goes astray or is damaged, the onus is on the jobber.

One man is told off in this one establishment to look after enclosures. It does not take him all his time, but there are occasions when he finds it necessary to secure assistance. It follows then that the enclosure system costs the jobber considerable.

The Other Side.

There are two sides to every story. In the present instance, there is this to be said in favor of the enclosure system. The retail dealer cannot afford to have all the goods that he orders from separate sources shipped to him separately. The larger the bulk the lower the express or freight charge. It is, therefore, a saving to the dealer if he can have his purchases collected at one point and sent on to him in one consignment. The logical point of collection for goods bought by the hardwareman is the jobber through whom he orders his hardware, as it is practically certain that the great bulk of the goods will be ordered from the hardware jobber.

The latter has always recognized the position of the retailer in this respect. When the order of a customer is ready for shipment, the jobber is quite willing to receive other goods and ship them on with the rest. By doing so, he saves the customer, particularly if the latter lives some distance away, considerable expense, trouble and delay.

But, in fairness to the jobber, the retailer should be careful not to overdo the practice. In the particular instance

quoted, the dealer has gone far beyond the limit. The wholesaler has, of course, splendid shipping facilities but his establishment is maintained to handle his own stock, not to serve as a distributing centre for all kinds of goods. When the dealer gives the jobber an order for goods weighing 70 lbs., and sends in articles bought elsewhere weighing 170 lbs., he is very seriously infringing on the privilege accorded him. What is more, he is taking a course unfair to his fellow dealers. The jobber has to meet the expenses of his establishment on the goods that he sells to hardwaremen. The more enclosures received, the greater the expense and this must indirectly be borne by the customers of the house. Therefore, the man who loads up the wholesaler is making his fellow dealer, who perhaps only occasionally avails himself of the privilege of shipping through his jobber, help pay the cost of handling his, the unthinking dealer's, supplies.

Frankly, the problem is one which calls for the exercise of fair-minded consideration all around. The jobber cannot in reason refuse to accomodate his customers by sending on small supplies; but at the same time, the dealer cannot expect to convert the warehouse of the jobber into a gratis distribution centre.

It is doubtful if any rule could be set, such as the establishment of the relative weights of order and enclosure. For instance, it might be mutually decided that the merchant could send enclosures to the extent of one-fifth, say, of the bulk or weight of the goods bought from the jobber but such a plan would not work out satisfactorily. The solution lies in the exercise of fairness and consideration on the part of both the jobber and the retailer.

PECULIAR TROUBLE WITH AN ENCLOSURE.

There is not a hardware jobber in the country, who does not know what it is to receive an order from a country customer, with the instructions "hold for enclosure from Blank & Co." Sometimes this practice is carried to such a length that it becomes somewhat of a nuisance, especially when the enclosures are more bulky and composed of more numerous packages, than the order itself.

Discussing this question with Hardware and Metal, a few days ago, a prominent Montreal jobber related an amusing incident which had come under his notice, in connection with an enclosure for one of his customers.

"This customer," he said, "was a boot and shoe merchant as well as a hardwareman, and the enclosure he wished us to forward with his shipment, was a case of shoes.

"The instructions went through to the shippers in regular order, the case of shoes was delivered to us by the manufacturers and sent out with our goods. We did not think anything more about it, until we received a letter from our customer saying that the case had arrived with one pair of shoes short. He had written to the manufacturers who declared that the case was intact when it left their shipping room. The customer intimated that something had happened to his case of shoes while it was in our warehouse.

"We immediately began to investigate the matter, tracing the case from the time it reached our warehouse, until it was shipped away, with our own goods. The first clue we unearthed was the information that one of the packers had recently attracted attention by appearing in a pair of new and very squeaky shoes. Every time he crossed the floor that squeak would resound through the whole warehouse, and it had become a standing joke among the staff.

"Further investigation revealed the fact that this packer had been the one who had assembled the shipment in question, and we soon had him on the carpet taxing him with the theft of the shoes. Seeing the evidence was so strong against him, he finally confessed that he had opened the case and taken out a pair of shoes of the proper size. The man was immediately given his dismissal and sent to the cashier, who paid him his wages to date.

"Of course we had to settle with our customer for the shoes, but we had our money's worth of amusement out of it. Even yet, it is laughable to think of the feeling of conscious guilt that man must have had, every time his shoes squeaked—and that was whenever he moved, for the shoes seemed to feel it their duty to make as much noise as possible."

A STOVE THAT SELLS.

Montreal, June 1st.—Talking about his stove trade, a local hardware man said a few days ago: "You would hardly believe that I am selling even coal stoves these days, but it is a fact. Just now there is quite a demand for gas ranges, and I am handling a stove that permits the use of coal, wood or gas. If I find that my customer is a possibility as a big stove buyer when she enquires for gas ranges, I call her attention to this combination stove. The result has been most satisfactory."

The work of building the plant of the Alberta Linseed Oil and Paint Co. has been started.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

A CORONATION SOUVENIR.

A booklet issued by Hobart, Bird & Co., of Coventry, England, in commemoration of the Coronation, is a fine sample of artistic printing. The cover, in harmonious colors, shows portraits of King George and Queen Mary, and beneath, a colored sketch of Windsor Castle. The body of the book is printed in blue and gold, the principal article being a reprint from "Bicycling News," describing a recent visit paid by the editor of that paper, to Hobart, Bird & Co.'s works. It is written in a very entertaining style, and conveys a good idea of the extent of this plant, and the volume of business done, both at home and abroad. The book also contains illustrations and descriptions of the "Royal Hobart" and "Handy Hobart" machines, the later being a motor cycle which is a leader with Hobart, Bird & Co.

BUILDING AND MECHANICAL SPECIALTIES.

A condensed catalogue has been issued by Eadie-Douglas, of Montreal, Toronto, Ottawa and Winnipeg, giving, in concise form, information regarding the various lines of manufactured goods, which they handle. The booklet is of a convenient coat pocket size, printed in two colors, and each line, such as building materials, steam specialties, or mechanical supplies, is taken up separately, and the products of each manufacturer represented, briefly described.

CARBORUNDUM RAZOR STROP CATALOGUE.

The Carborundum Company has just issued a neat catalogue describing and illustrating the complete line of Carborundum Razor Strops. These strops have several distinguishing features that make them ready sellers. The strops are of high-grade leather. One side of the strops is corrugated and the corrugations and the texture of the leather are filled with the finest of carborundum powder. This gives a quick keen edge to the razor and the smooth side of the strop is used for finishing. The strops are fitted with handsome hardware including the new split ring holder, which enables the user to hang the strop from almost anything. The razor case handle in which the razor can be slipped when not in use, is another novelty found only on these strops. The catalogue will gladly be sent with full information regarding discounts, etc., to any hardware dealer.

New Goods for Hardware Men

A PATENT STOVE PIPE.

One of the latest products of E. T. Wright & Co's. factory at Hamilton, is the "Perfect" Patent Stove Pipe. The feature of this device is a lock, which holds the pipe perfectly rigid when it is set up. As there are no staples to drop out, and as the lock is proof against either pressure or expansion, there is no danger of "Perfect" pipe telescoping, or falling apart.

The quality of plate used in making this pipe is of a special grade, suitable for going through the necessary operations, without breaking or cracking. As a precaution against rust, each length is thoroughly oiled before being crated. This pipe is made in 6 and 7-inch sizes, and is crated 25 lengths in a crate.

SPRING CLIPS FOR X-CELLS.

The Canadian Carbon Company, manufacturers of X-Cell batteries, (the ones which show Nine Lives,) have brought out an excellent improvement on their battery connections. Instead of the old style split binding posts with knurled nuts and brass caps with threaded studs to which also knurled nuts were attached, they are now using spring clips which they attach to the carbon electrodes on X-Cells by soldering the spring



clip to a flat carbon brass cap. While this may look very simple it is said the improvement hits the point and fills a long-felt demand. All the user of X-Cell batteries has to do now, is to press down the spring, slip in the wire and to forget everything else about the batteries. No matter how heavy the vibration is, the wires which connect the cells cannot become loose and the trouble encountered before by using pliers has become a thing of the past. There are no more screws to turn, no pliers, no more sore thumbs. We show here an illustration of the improvement, which, as we understand, is used now exclusively by the Canadian Carbon Company, on their X-Cell Ignitor type, which type is made especially to meet the most severe conditions of strenuous ignition service. Our representative, who visited the factory of the Canadian Carbon Company, Limited, at 12 Shuter street, Toronto, the other day, was shown the first X-Cell Ignitor type made, which was manufactured on April 22nd, 1909. Although being kept for over two years on the shelf under changes of weather conditions, the battery showed, on a Weston ammeter, strong 15 amperes.

We are told that the improvement on the connections of X-Cell batteries referred to above has met with such approval by the largest firms in the automobile and motor-boat supply line that they have specified that their future orders should be filled with this new type of connections only. Even the Bell Telephone Company of Canada, who have adopted X-Cell batteries exclusively for their apparatus, demand that each cell should be fitted with this latest improvement.

TORONTO MAN INVENTS NEW AUTO WHEEL.

Mr. May, mechanical foreman of the Toronto Silver Plate Co., has invented a new spring auto wheel, which bids fair to solve the problem of finding a substitute for pneumatic rubber tires. The wheel consists of a metal rim, carrying a small hard rubber tread. This tread has nothing to do with the resilience of the wheel but it is used solely to give traction. There are from eight to ten spokes in the wheel, each one of which is in reality a very heavy coiled metal spring, seated in the hub. The drive is taken by one rigid spoke running through the diameter of the wheel.

This rigid spoke is perhaps the most notable feature of the invention. Many spring wheels have been made before, but those with sufficient resiliency have not been adequate to take the drive from the live axle. This problem is entirely eliminated in the May wheel.

The first wheel, run on a car owned by Mr. Vissack, a Toronto automobile expert, has already done nearly a thousand miles and is still in perfect condition. Anyone riding in the car to which it is attached, would never know but what the largest and best pneumatic tires were being used. Big bumps are taken with ease and cobble stones—the hardest test of all—produce absolutely no vibration on the side of the car that is equipped with this wheel.

It is claimed that in every way it will equal if not surpass the ordinary pneumatic tire. Its cost is very much less, its life is very much longer, and there is absolutely no danger of a puncture or a blowout or any other form of tire trouble.

A company has been formed to manufacture and sell this wheel in Toronto. There is a considerable sum of money behind it and several prominent Toronto men are interested. Among these is Mr. G. E. Gooderham, president of the Toronto Silverplate Company.

A NEW FISH GAFF.

This new and practical gaff is the latest product of the Marble Arms & Mfg. Co., Gladstone, Mich., and is due to the inventive genius of W. L. Marble who has perfected the Marble Game Getter Gun, the Marble Safety Axe and many other outing specialties.

This new Marble product, known as the Clincher Gaff does not have just a few long teeth, but a series of short teeth, just sufficiently pointed to hold



the fish in a vice-like grip, but not long enough to cut through the scales and tear the flesh. The points are held open by the coiled spring and by contracting the muscles of the hand, the fisherman can bring the points together instantly and with much or little pressure according to the size of the fish.

The larger illustration shows the gaff open ready for business, while the smaller one shows how the jaws close over the fish holding him in a grip that he can't possibly get away from no matter how hard he struggles. It is designed for fish of all sizes from a half-pound up to twenty pounds.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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WHAT CONSTITUTES NEWS?

In conducting a trade newspaper, the question frequently arises whether the material which is periodically furnished by manufacturers and jobbers is to be classed as news, or merely as "puffs," which have no real place in the reading columns of a well edited paper.

Hardware and Metal is called upon, every week, to discriminate between these two kinds of copy, and, in order that full justice may be accorded to all, a definite rule has been adopted, which is followed in every case.

The test applied is that the copy shall have real news value, and shall be of interest to a sufficient number of our readers.

New goods which are just being put on the market possess news value of a high class, in a trade paper whose readers have their eyes open at all times for novelties and improvements in staple goods. News regarding changes in management, descriptions of new manufacturing processes, are also admissible, as are announcements of any vital changes in business policy. When a manufacturer erects a new plant or an important addition to his old factory, the distributors of his goods are naturally interested in knowing about it, and Hardware and Metal is glad to publish news items of this description. It is our policy, however, to exclude illustrations of exteriors of buildings, as architectural drawings are usually misleading, the size of the building being merely a matter of of perspective.

An actual and recent occurrence, therefore, should form the basis of any reading matter for publication in Hardware and Metal, and this policy of accepting news and rejecting "puffs" from manufacturers has been taken in the interests of both readers and advertisers.

It is only natural that readers who are in the habit of stumbling across pointless "puffs" in the reading pages of a paper should soon begin to question the value of such a paper to them, and, even though they might continue as subscribers, the tendency would be to pay less and less attention to it. Just at this point, the advertisers' interests would be affected, as a paper which has not the absolute confidence of its readers, and is not really interesting to them, cannot accomplish results for its advertisers.

It is not long since manufacturers, in placing advertising contracts, wished it to be understood as a part of their contracts that they should have the privilege of contributing "write-ups" to the reading columns of the paper. A different opinion now prevails, however, and the closest students of advertising realize that a paper which carefully guards its reading columns against matter which does not interest its subscribers, is also performing a service for its advertisers, who benefit from it in direct proportion to the confidence reposed in it by its readers.

CIVIC HOLIDAYS SHOULD BE WIDELY ANNOUNCED.

The season of civic holidays will soon be at hand, and, unless some special precautions are taken this year, commercial travelers will be running into the same old traps as before. It very frequently happens, that, in a single week, travelers will encounter one or two unexpected Civic Holidays, with possibly a couple of half holidays thrown in.

Any business man can readily understand what an economic waste results from so much lost time. The manufacturer or wholesaler who pays the salaries and traveling expenses of a staff of salesmen, feels acutely the loss of business attendant upon these local holidays which may cause his men to be idle for one or maybe two days a week, during the summer months.

The fact that these holidays and half-holidays are matters of purely local interest and arrangement, makes them an added hardship to traveling men, for it is often impossible to learn the dates of Civic Holidays, except in the actual towns concerned. It is quite a regular thing to find that a merchant in one town does not know when another town, eight or ten miles away, will hold its Civic Holiday. And so the traveler goes from town to town in constant fear that he will be held up some place down the line, by a Civic Holiday or weekly half holiday.

On another page, is a letter from a hardware traveler who has lost time, in the past, through these local holidays, and wishes to guard himself against it this year. His letter contains a good suggestion, that Hardware and Metal should publish a list of Civic Holidays and half holidays, so that readers, both travelers and hardwaremen, may know the dates, and make arrangements not to visit any of these towns on holidays. In preparing this list, we would ask the co-operation of our subscribers, and invite them to write us giving us the date of the Civic Holiday in their own and surrounding towns, and also stating what local arrangements have been made for the holding of half holidays during the hot weather.

KEEP WELL POSTED.

In the paint department this week will be found a review of the conditions on the turpentine market during the past four months. There have been sensational developments during that period. The price of turpentine first soared steadily upward until it reached an unprecedented height. Then the turn came and the price sank even more rapidly. The situation altogether has been one of unusual interest.

It has demonstrated, among other things, that no dealer can afford for a moment to lose sight of market conditions. The price of turpentine to-day is about 60 cents lower than on April 1. What an opportunity that spells for gain or for loss! It is not judged wise to buy in a speculative mood but no dealer can afford to ignore the possibility of loss and he must therefore keep alive to the market situation and make sure that he is buying wisely and at the right pirce. The market pages in Hardware and Metal have given full news of the turpentine situation right through the high price crisis and readers have therefore been kept posted on the points that they should know and understand.

The weekly market pages of Hardware and Metal are well worthy of careful and regular perusal.

CO-OPERATION FROM MANY DIRECTIONS.

It is safe to say that the hardware trade has never had so many and diverse influences working in its favor, than is manifested in the remarkable anti-fly crusade which has agitated the civilized world, during the past couple of years.

Newspaper columns have been open to contributions from any and every source, calling the public's attention to the dangers arising from the typhoid fly. Doctors have warned their patients against these disease-carrying pests, and lecturers have thundered from the platform against the terrible risks incurred by permitting the typhoid fly to have access to any dwelling, or place where people congregate.

Authorities are all agreed that it would be humanly impossible to exterminate the fly. The only relief comes through preventing its entrance into dwellings, or other places where it could spread infection. And the only way to exclude the fly, is to securely screen all doors and windows. This is the advice which the public are receiving on all sides, much to the profit of the hardwareman.

The latest force to ally itself with the screen door and anti-fly crusade, is the moving picture theatre. In St. John, N.B., lately, the dangers of allowing flies to have free access to dwellings, were graphically presented in a series of motion pictures, and the hardware dealers of the city were not slow to take advantage of the effect produced, by dressing their windows and shaping their newspaper advertising accordingly.

It is for every hardwareman to use for his profit, the various forces which are working on this anti-fly crusade, which is calculated to so largely increase the sale of screen doors and windows and fly traps of different kinds. Above all, he should see that his local newspapers do their share to educate the people of the district to the necessity of screening their houses.

THE JOBBER AND ENCLOSURES.

The complaint has been heard that dealers frequently abuse the privilege of shipping "enclosures" with goods ordered from their jobbers. A case is cited where a certain dealer ordered hardware from his jobber weighing 70 lbs. and then had enclosures weighing 170 lbs. sent to the jobber's warehouse to be shipped on with the original order.

The retailer has a similar problem to face. His own customers too frequently make a purchase and then leave an armful of parcels to be sent with the order. It is an aggravating practice and every dealer has had ample reason at times to express harsh opinions on the thoughtlessness and presumption of the average person. It will, therefore, be readily understood why the jobber has sometimes found the enclosure system a great hardship, as it amounts to pretty much the same thing.

Many dealers are in such a position, however, that they require a certain amount of assistance from the city jobber in this respect. The town or country merchant would find it a great hardship if he had to have everything ordered in the city sent on separately. Therefore, the practice of collecting all purchases at the jobber's and having them sent on together, has arisen. The jobber has always been willing to oblige in this way. But the practice should not be carried beyond reasonable bounds.

CHANGE WINDOW DISPLAYS.

There are some hardware stores which can boast of window displays almost as familiar to the general public as the name of the firm itself. This familiarity has been created by reason of the fact that the windows go almost unchanged from year to year. The writer could name half a dozen firms which, to his certain knowledge, have not changed their windows since early last fall. How much longer they will be left is, of course, problematical, but they look to be good for a long time yet. Assurance has been received that the displays in some at least of the stores are always allowed to reach a ripe old age and then, seemingly, are retired with regret.

A window display is not like good wine; it does not improve with age. Some things in connection with the hardware business do; an advertising "slogan", for instance. But, whereas an advertising phrase becomes more familiar and forceful, the longer it is used, a window display, which is allowed to outlive its usefullness, gathers only dust and earns contempt for the proprietor.

Only in cases where a display of exceptional interest has been devised, should it be left longer than a couple of weeks. Rapid changes make the window a continual source of interest to the paser-by. Indifference only is accorded to the display of long standing.

POINTED EDITORIALS.

A venerable window display is a menace to the prosperity of the business.

* * *

If everybody in your town who should paint his house, were to do so, how much would your paint business increase?

* * *

The transient trader is even more of a menace than the mail order house. A glib peddlar can argue better even than the attractively illustrated catalogue.

* * *

More brass goods will be sold during the next few weeks than at any other season of the year. Get your stock out and display it as prominently as possible.

* * *

This is one of the busiest seasons of the year in the furnace trade. Keep tab on building operations and see that a good share of the heating contracts come your way.

* * *

Experts judge that turpentine has now reached the bottom rung on the price ladder. But turpentine is too unsteady just now for even experts to judge with certainty.

* * *

The man who would rather borrow his neighbor's lawnmower than buy a new one from the hardware store, is sorely in need of a little timely education. The dealer should see that he gets it.

* * *

Nothing has been heard with reference to the workings of the Offensive Weapons Act for a fortnight or so but it is only too apparent that the trade in revolvers has fallen off to an appreciable extent.

* * *

There cannot be too many holidays to suit the paint dealer. Few householders can withstand the temptation to get busy with a paint brush on a spring holiday. It seems to be somewhat of a natural instinct.

* * *

Hardwaremen sell screen doors in the winter time, so why not stoves in the summer? Stoves are necessary, even through the summer, while it would take a fertile imagination to conjure up any really useful purpose that screen doors serve when the snow is on the ground.

Wall Paper Should Be Carried by the Trade

It is a Legitimate Line for Hardware Men—Brings Women to The Store and Gives a New Impetus to General Business — Helps Paint Trade and Other Spring Lines—Many Dealers Already Carry It Extensively and Speak Highly of the Manner In Which it Assists Business.

Wall paper, by its very nature, is an article that should be carried by the hardware trade.

Why? asks the practical retailer, and he is answered by others of the trade who have found this line well worth their attention. Several of the reasons may be put down as follows:

Like paint, whiting, varnishes, etc., it is natural to the hardware store.

It attracts women to the store.

It thereby helps the sale of articles that women are especially interested in.

It is a profitable line when handled properly.

It Belongs to the Trade.

Hardware men in different parts of the country have affirmed that wall paper is a legitimate line to carry. In Perth, Carleton Place, Smiths Falls and other places, it is carried extensively. In Montreal during recent years, it has been taken up by the trade and is becoming more and more regarded as a hardware staple. L. N. & J. E. Noiseux, Notre Dame St., have a large wall paper department, and their experience amplifies the statement that this article can be and is handled by the trade with profit, and thereby, with satisfaction.

To a representative of Hardware and Metal, L. N. Noiseux stated that when people require goods for housecleaning it is seldom only one article they demand. They begin say with whiting, and they want paint, varnish, wall paper, window blinds, putty, brushes and many other kindred articles. They probably do not want all of them, but their demands are generally quite generous.

But apart from the statement of this hardwareman, why should a woman order whiting from the hardware man and go elsewhere for wall paper? If the hardware dealer does not want the business, that is about the only reason he could give. But there are not a few who refused to allow some other merchant to corner the wall paper trade, and it is these retailers who have the best wall paper departments, and it might be added that their paint departments are flourishing. The same might be said of their general business. There possibly have been failures, but the writer does not know of them.

It is hardly necessary to deal further with the question as to whether wall paper is natural to the trade. The retailer that does not admit it, simply does not want to consider it such, for some reason known to himself.

A Magnet for Women.

It goes without saying that wall paper attracts women. A visit some afternoon to the Noiseux store will demonstrate how much the wall paper department contributes to the whole business. About three o'clock in the afternoon women entering the store for one article or another took their time to look over the various articles displayed, and Mr. Noiseux takes full advantage of this fact. Conveniently placed inside the door were refrigerators, ice cream freezers, screen doors, wash tubs, wringers and such household goods. On a second visit to the store there was a noticeable gap in the arrangement, and on enquiry it was stated that a large refrigerator had been disposed of, the sale being largely due to the fact that wall paper was carried, and had attracted this buyer.

Mr. Noiseux stated that he did not recall any particular sale outside of that mentioned, but his daily experience had taught him that when a hardware man carries house furnishing goods, he should make his line complete. When a person makes one purchase in the store, he or she should not need to go to some other store to complete his or her order. There is not the danger then of losing the customer by this breaking up her trade. This is one of the reasons for carrying wall paper. It is one of the principal lines connected with the big spring and autumn cleaning campaigns. It is linked with every one of the articles that is in so great demand at those seasons.

The hardware man knows that there are many men whom he never sees in his store. The factory man, the office man and others who work all day and have but little need of hardware goods, these are rather rare visitors. But there are many things the wives of these men could buy and do buy, and the question is where she buys them. In the larger places, it is generally the case that the big departmental stores that attract her with one "bargain" catch her eye in other departments and secure her trade that should have rightly gone to the big hardware dealer around on another street.

That Afternoon Shopping Business.

It seems that the hardware man is beginning to realize that he should get more of that afternoon shopping business. Carrying stocks of household utensils, seasonable lines, etc., light goods that are for home use, he should have more of the women folk in his store. One article helps another and so on, but none will be more beneficial in this respect, especially at two seasons in the year, than wall paper.

An Ottawa retailer told the writer not long ago that his business in graniteware was not as satisfactory as it might be. Now women are practically the only purchasers of these goods, and it follows that this retailer was not drawing the women to his store in sufficiently large numbers. The attention he was giving this ware was probably not enough of itself to bring the women to his store. He needed publicity in a combination of directions, and wall paper is just one of those lines that brings the women to the store during quite a few months in the year while the husbands are earning the wherewithal to pay for their purchases. The fact that other hardware men have made this department a success is one of the best reasons for its appealing to the trade.

Permits Must Be Secured for Every Order

Ontario Wholesalers and Retailers Will Not be Able to Do Business in Revolvers on a "Blanket Permit," According to Toronto Chief of Police—Nothing Further Has Been Done in The Matter, but Steps Will be Taken Later.

No "blanket permits" for the sale or purchase of revolvers or knives, included under the new Ontario Offensive Weapons Act, will be granted. This is the latest development; otherwise, the situation with refrence to the Act and its workings remains the same.

The decision was given by Chief Grassett, head of the Toronto police force, in response to a letter from a Toronto wholesale house. The wholesaler in question had written asking if it would be permissable to secure a permit for the sale of revolvers to retail dealers, one permit to cover all cases. The Chief's answer was to the effect that such a course would not be allowed; that a permit would have to be secured for each specific sale. The wholesaler interprets his letter to mean that he (the wholesaler) will have to get a permit every time he wants to sell goods to a dealer, and that the dealer will also have to get one every time he wants to buy a consignment. If this interpretation is correct, it throws a new light on the

Act, and further complicates the situation. It had never before been suggested that the jobber would have to get a permit to sell, the only restriction under the act being that no sales could be made to dealers who had not secured permits to buy; which was deemed to be more than sufficient in the way of restriction.

At any rate, Chief Grasset's letter disposes of the hope that dealers would be allowed to purchase through their jobbers, after securing a permit from the local police to do so, the one permit to apply in all cases, after the manner of a license. If such a course had been permissible, the difficulties in the way of legitimate trade would have been in a measure cleared away. As matters now stand, new difficulties have been added.

No Orders Filled.

As far as can be learned the jobbers are doing absolutely no business in revolvers, hunting knives, etc. Orders have been received from dealers, but, as no permits were sent along, the orders have been in all cases refused. Not a single case has been heard of where an order for revolvers has been filled.

Wholesalers have decided to accept the inevitable—for the time being. The refusal of their request for an audience with the "powers that be" at Queen's Park, has deprived them of an opportunity to present their views and explain the difficulties under which they have been placed by the act. Opposition has been, as a result, dropped for the time being. "We are too busy just at present to go into this matter more deeply," declared one jobber. "But that does not mean that we have dropped it. Something will be done later on." It can be accepted as a certainty that, when the hunting season arrives and the demand for this class of goods starts, a determined effort will be made to have the unfair restrictions removed.

Dealers Not Selling.

In the meantime, retail dealers have taken pretty much the same stand as the wholesalers. They have adopted what a certain statesman once termed "the masterly policy of inactivity." The inactivity extends to the sales, and little, if any, business is being done. It is given out at provincial police headquarters that a number of permits have been given out, but it is true that a great number of requests have been refused. Many dealers report that they have not made a sale since the act went into force.

Partnership of Forty-five Years' Standing Ends

W. S. Harland Retires From Firm of Harland Bros., Clinton—Some More Reminiscences of This Pioneer Hardware Firm—Several Patents Were Taken Out.

Harland Bros., Clinton, Ont., have dissolved a partnership which has lasted over forty-four years. W. S. Harland, the retiring member of the firm, learned the woodworking and carriage building trade, being for several years in the employ of Fred Rumball. Subsequently, he carried on for a couple of years a wagon and carriage business in company with R. Lane. On the dissolution of this partnership, Mr. Harland went to the State of Ohio, returning to his native land on June 24, 1867 to help celebrate the first birthday of the Dominion. At that time he entered into partnership with his brother John T. Harland, who had learned the tinsmithing and had filled a position for some time with T. J. Birch, Stratford. After that he had been in St. Mary's and, on returning to Clinton, had been employed with Searle and Davis. The two brothers went into business in a small shop. The following year they rented from Commander & Elder, one of the stores in a brick block just completed at that time. This they bought later and have continued to occupy it ever since.

During their business career, they took out letters patent for four different articles:—1. A glue pot, which they sold in large quantities; 2. A cream can, of which the shop right to manufacture they disposed of in nearly every city and town in the province; 3. A wood furnace, the patent of which was purchased by the William Buck Stove Company, Brantford, who named it "The Clinton Furnace," and which is still listed in their caralogue; 4. An oil can, of which they sold the patent outright in Canada, Great Britain and the United States.

In a business so long and extensively carried on, there were of course, many apprentices who have since become scattered in all parts of the country. Those still residents of Clinton are: "Tom" Johnson, for many years foreman at Davis & Rowland's, and who has since taken over the business himself; "Tom" Greig, general agent of the Massey-Harris Co., who has so gained in rotundity of late years that he would now scarcely trust himself on a roof to do an eavetroughing job; "Billy" Webb, an artist at the trade and who could turn out as much work in ten hours as any one the firm ever had experience with. Prof. McKay was also one of their students. After working at the trade for several years he turned his attention to business college work and at the time of his decease owned a school at Kingston and another at Toronto. Ed. Paulin and John Worsell, who subsequently lived in Goderich, received their thorough knowledge of the trade with Harland Bros.; John Brownlee, now proprietor of a large concern in the city of London; John Kelly, who crossed the bourne a few weeks ago; Charles Whitney who passed away some years ago; T. Swantz, now in Sask., James Richardson, in Mich.; Phil. Gies, who carries on an extensive foundry in Berlin; "Bob." Johnson, in business at Sask., but who always asks to be remembered to his old "bosses" in Clinton; W. Gillespie, in Brussels; John Donaghy, brother-in-law of Captain Sheppard; James Burns, and George A. Knox, now of Toronto, and son of "Old Man Knox" of Wingham; were among those who graduated from Harlands.

As has already been noted in Hardware and Metal, Harland Bros. disposed of their plumbing, heating and tinsmithing department to Byam & Sutter, of Stratford, some weeks ago. J. T. Harland will continue the hardware business under the old firm name of Harland

UNIFORM DATES FOR CIVIC HOLIDAY.

The following letter which has been received by Hardware and Metal from a commercial traveler calling upon the hardware trade, voices the opinion of practically the whole traveling fraternity:

Editor Hardware and Metal,—There are a number of half holidays during the summer months, and each town seems to vary in the day selected, some choosing Wednesday, while others have Monday or Friday. Civic holidays are also very irregular, some coming in July, and others in August or September.

If some uniform date could be arranged by the various Boards of Trade, for these holidays it would be much better for the travelers. The writer would suggest that a list of these holidays be published, for the benefit of travelers and readers of your valuable journal.

Last summer the writer happened into two of these half holidays and one civic holiday, in one week, and this greatly upset business and other arrangements.

If it is possible to publish a list, as suggested, it would be very beneficial, especially to the numerous travelers, and other business interests.

TRAVELER.

News and Methods of Canadian Hardwaremen

Hardwaremen Profit by Anti-Fly Crusade — Free Baseball Score Cards Advertise Sporting Goods Dept.—Demonstrating il Stoves.

DEALERS INSTALLING PIPE-THREADING MACHINE.

Preston.—Bernhardt & Gies, of this town, have for the past four years, conducted a very successful plumbing and steamfitting department, many of their contracts having been for public buildings in towns and villages quite remote from Preston. Their business in this line has been growing so rapidly that they have found it necessary to instal a pipe threading machine. They are looking forward to having lots of work in this line during the summer.

NOVEL EXPEDIENT.

Regina.—J F. Robinson & Co. have originated a novel form of advertising. Two handsome bicycles are to be given away free to customers of the store. Every customer who makes a purchase amounting to two dollars is given a key. If the purchase amounts to $4, two keys are given, and so on. At a certain date the holders of keys will be invited to the store and the parties holding the keys, which open the bicycle, will take the wheels.

In the meantime, the two bicycles are on display in the window and much interest is being created.

TO BUILD FINE NEW STORE.

Hamilton.—The Mills Hardware Co. of this city, who are now operating two retail stores, one on John St. South, and the other on Barton St., have recently put through an important deal which will eventually place them in a commanding position among Hamilton's retail establishments.

This firm have purchased the John B. Gay property on King St. East, and it is their intention to erect on the newly acquired site one of the handsomeest retail stores in the Dominion. The front will be of English glazed terra cotta and the store will cover an area of 38 feet by 137 feet in depth, and in one span, there being no columns on the inside. It is said that this will be the largest single span store in the Dominion, and everything will be up-to-date in its appointments as a hardware store. The Barton street store will continue in busi- just the same, and both will be run in conjunction with each other under the present management of Mr. Nelson Mills. The John St. south store will be discontinued when the new building is ready for occupancy. The ground floor area of the new purchase will be nearly double that of the Barton street store, which being 34 x 100 ft. in size, is now looked upon as a pretty large affair, doing business away from the centre of the city.

TAKING ADVANTAGE OF ANTI-FLY CRUSADE.

St. John, N.B.—Local hardware dealers are beginning to feature in their windows and about their stores quite prominently, fly screens, fly catchers of different patents, and screen doors.

It is expected that the sales in screen doors and window screens will be particularly large this year for the reasons given above, and because the people have become educated to the dangers accruing from the fly. In the daily press, both in the editorial and local columns, articles have appeared warning the citizens to prepare for the extermination of the pest, and of the serious consequences of not doing so, and in some of the local motion picture theatres, hundreds of citizens have seen a film illustrative of the dangers of allowing flies to make their homes where people reside.

With this in view, some of the larger merchants have already made displays of screen doors, and window screens, making their display quite attractive by show-cards, containing "catchy" lines on the habits of flies, as to where they breed, what gathers them, etc. and showing one means of being rid of them —screens on all the windows and doors Of course it is rather difficult to properly display screen-ware, but in the larger windows, it is being done, while in the daily press considerable space is being devoted by hardware merchants to their stock of screens.

FREE SCORE CARDS ADVERTISE SPORTING GOODS.

Fredericton, N.B.—The enterprise and up-to-dateness of the sporting department of the firm of Messrs. James S. Neill & Sons, of Fredericton, was shown this week in their issuing score cards for the opening of the professional baseball games in that city. The cards were presented free and besides proving a great convenience to the fans, were a good means of advertising the sporting wares of the firm.

DEMONSTRATED OIL STOVES.

Bradford, Ont.—A. T. Howes & Co. held a demonstration on Friday of the line of oil stoves that they are carrying. A large crowd was attracted to the store.

An interesting and satisfying feature of the demonstration was the serving at a table placed in the centre of the store of a cup of tea and a hot biscuit to all who attended. The tea had been made on the stove and the biscuits had been baked in the oven—the latter operation requiring but nine minutes.

During the demonstration, figures were given out as to the cost of running oil stoves and the results which can be obtained.

DEALER MANUFACTURERS BICYCLES.

Blenheim, Ont.—C. E. Myers, hardware merchant of this place, makes a specialty of bicycles, automobiles and repairing, and has been very successful in this line. During the winter months he manufactures his own wheels—the "Myers Special."

As a means of boosting his bicycle and automobile department, Mr. Myers has issued a very neat road guide of the route from Detroit to London, Hamilton and Buffalo. This feature proves very popular with tourists.

DEATH OF A VETERAN TRAVELER

After being practically laid up for almost a year, J. A. Demers, who represented Lewis Bros., of Montreal, in Eastern Quebec, has passed away.

Mr. Demers had covered the territory from Quebec City to Chicoutimi, for the past sixteen years, and he had hosts of



The Late J. A. Demers,

Lewis Bros.' Representative in Eastern Quebec.

friends on that ground who will keenly regret his demise. He was the soul of honor—one of the finest of the old French school, and from the moment he joined the sales staff of Lewis Bros., he was one of the firm's most conscientious workers.

Captain Demers, of the Richlieu & Ontario Navigation Co., was a brother of the deceased.

HARDWARE TRADE GOSSIP

Ontario.

Freek & Clark will shortly open a hardware store at 10 Adelaide St. West, Toronto.

E. Holt Gurney, of the Gurney Foundry Co., is leaving on a trip to Europe. He will be absent about six weeks.

W. H. Gerke, manager of The Martin-Senour Co., Montreal, spent Monday of this week, at the firm's Toronto office.

The Standard Sanitary Manufacturing Co. are already enlarging their factory and plant at Toronto. A new building is being erected for the production of small ware.

Thos. Rutherford, who has been for years head tinsmith with J. S. Moir, Arnprior, has gone to Calgary, where he has secured a position. His wife and family will remain at Kingston for some time before moving out.

W. H. Lake, Queen street west, Toronto, is showing a chair in his window, only half of which has been painted. A placard announces that the splendid result on half the chair was attained by the use of the varnish shown in the window.

The Paroid Roofing Co. have presented each member of the staff of the Geo. Taylor Hardware Co. with a bronze medal for their success in selling roofing supplies. Ed. Hansman, a member of the staff, has been placed in charge of the hose department.

On Tuesday morning Miss Margaret Kelly, who for the past two years has been bookkeeper at P. Cunningham & Co.'s hardware store at Tillbury, was united in marriage to Joseph Bedard, for the past five years head plumber with J. C. Wanless & Co., Chatham. The bride was the recipient of a handsome hall rack from the company, and Mr. Bedard was presented with a marble clock.

The National Hardware Co., Orillia, have decided not to move, despite the splendid inducements offered by Peterboro and other places. Instead, the company will double the capacity of their present work. Plans for the enlarged plant are now in course of preparation. An addition, 100 ft. by 45 ft., two storeys in height, will be built, and the old plant, which is 100 feet by 40 ft., will be reconstructed and bricked, making a fine factory, 95 ft. by 200 ft.

The property owners of St. Catharines endorsed the by-law fixing the agreement with the Canadian Yale and Towne Lock Co., by a large and almost unanimous vote. The votes for the by-law totaled 1,468, and there were only seven against. The agreement is to the effect that the city give the company nine acres of land, free water, and practically total exemption from taxation for a period of ten years. The company agrees to erect buildings at a minimum cost of fifty thousand dollars, and to employ within a short time two hundred workmen.

It is said that another American paint manufacturer is likely to locate a Canadian branch in Toronto this year. This week representatives of the company were in Toronto, looking over the ground and considering sites. They seemed well impressed with the city. As far as can be learned, a definite decision was not reached, but it is deemed probable that a branch will be established.

The firm of Rogers & Nicoll, Perth, has been dissolved. The business will be continued by Mr. Rogers. Mr. Nicoll has not yet fully decided upon his plans for the future.

Quebec

The steamer Bornu from Mexican ports, recently landed at the Montreal docks, three thousand tons of sisal hemp and 1,650 tons of asphalt.

W. T. Earle, representing Oneida Community, Ltd., of Niagara Falls, Ont., called on the Montreal local trade this week.

Z. Labrosse, Vankleek Hill, Geo. Parent, Pte. Claire, and Arthur Desjardins, St. Jos. du Lac, were among the retail hardware men in Montreal this week on business.

Western Provinces.

H. H. Johnston, dealer in hardware, of Aylesbury, has removed to Talmage, Sask.

The Fraser Lennox Hardware Co., Winnipeg, have applied to change their name to the McGavin, Lennox Hardware Co.

Kidd & Clements, hardware merchants, Rocanville, Sask., are painting their store. Other improvements are being effected.

Vancouver merchants along Fraser street have decided to give a half-holiday on Wednesday afternoons for the rest of the summer.

A game of football was played between the employes of T. J. Trapp and the Cunningham Hardware Co., at New Westminster. The latter team won, and the losers had to treat to an oyster supper for both teams.

PAINT MERGER RUMORED.

For some weeks rumors have been persistently circulated with reference to a merger of several Canadian paint firms. The stories heard differ very widely in regard to the companies suggested as included in the negotiations. Leading paint firms deny that there is any foundation for the rumor.

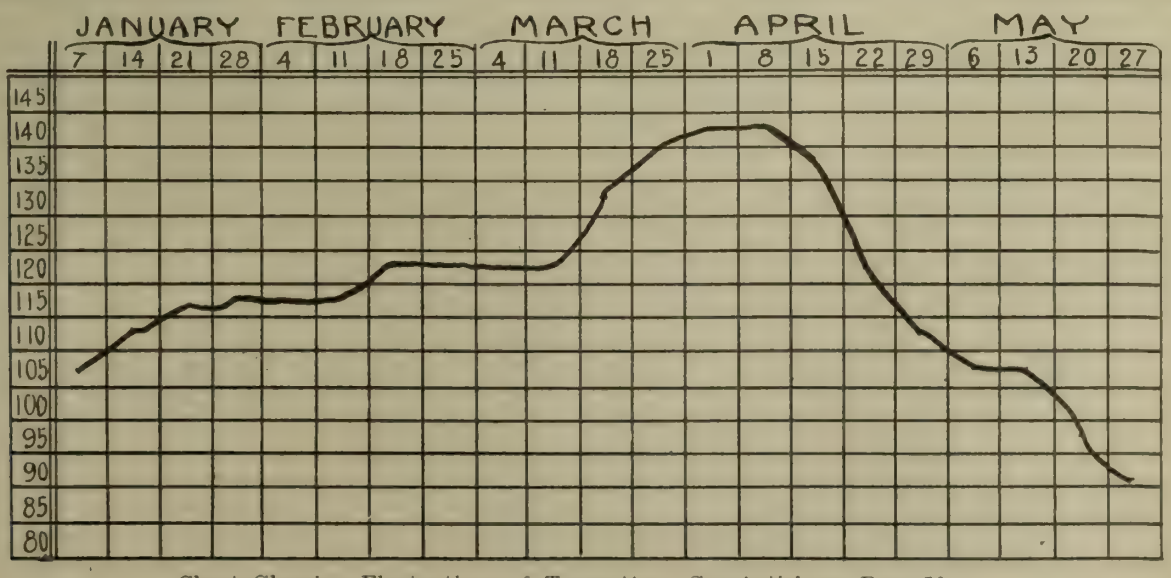


Chart Showing Fluctuations of Turpentine. See Article on Page 56.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54

MARKETS IN BRIEF.

Montreal.

Tin—Up 3 cents.
Turpentine—Down 3½ cents.

Toronto

Linseed Oil—Down 2 cents.
Tin—Advanced 3 cents.
Turpentine.—Down 2 cents.

MONTREAL.

Montreal, June 2.—On Wednesday of this week, the day of the Banca sale, tin touched the abnormal price of £210. This figure does not fall far short of the 1906 high price when it soared to £215, said to be the highest price it was quoted at. On the days previous to the sale the price hovered around the 204 mark and no doubt the advance was proclaimed by these in control because of the sale thereby desiring to secure a high price. Locally the price was advanced to fifty cents a pound and at that figure there was very little business reported. Some of those handling tin stated that the conditions were so unsettled that it was difficult to say anything in particular and that it were better to wait until something like a reasonable basis was reached. The other metals have been rather quiet with a fair amount of business passing. Of interest to the metal trade was the recent announcement of the United States Steel Corporation to the effect that they had readjusted the prices of their products. It is nothing more than a cut in prices and while members of the trade may say that it was expected for months and have good reasons for their statement, still it seems to naturally follow the combination of circumstances, viz., the listless market across the border, the judgment of the Supreme Court, and the aggressive tactics of the Republic Iron and Steel Company. The latter company last announced a cut in steel bars and was pursuing an aggressive policy. The U.S. Steel Corporation came to the conclusion that owing to recent developments a change in prices was necessary. The commodities affected are steel plates and sheets, structural steel, black sheets, galvanized sheets, blue annealed sheets, steel billets and sheet bars.

The opinion was expressed by several metal men that this action of the Steel Corporation would not have any effect on Canadian prices. It was thought not sufficiently large to be given serious attention here. The declines range from 10 to 20 cents per hundred pounds off. The cut was not drastic enough according to one man, to be taken seriously. Another thought that it might affect the western trade to some extent but the general opinion seemed to suggest that the movement had been looked for and that it would not interfere with the present trade as far as sheets are concerned.

It is no doubt a bid for any business that may be offering across the line, but it is not believed here, seemingly, that it will have any effect across the border.

Tin.—As stated above the local price of tin this week is 50 cents, an advance of three cents on last week's figures. There is not a great deal of business passing locally and interest is rather central in the doings on the primary market.

Copper.—The market does not show any changes in copper. There is a steady demand but apart from that there is no special feature. There is a feeling that the markets should show some improvement in the near future.

Other Metals.—Lead is quiet with a fair trade passing. Spelter is dull with its position practically unchanged.

Scrap Materials.—Prices are unchanged and there is a steady demand for old material. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plates, $12.50.

TORONTO.

Toronto, June 2.—Tin has again supplied all the fire works of the week's situation in metals. The London syndicate seem to have absolute control over the destinies of this market, and they have used their power to force prices up to an almost unprecedentedly high figure, since last week's report.

Importers of lead find a splendid demand for their goods, this situation being brought about by the fact that the market is practically bare of domestic lead.

There is some speculation among the trade, as to what effect the cutting of steel bar prices in the United States, will have upon Canadian conditions. So far, there is no noticeable difference either in price or sentiment, as prices on the Canadian product have been quite considerably under the foreign goods, all along. It is not expected that conditions across the border will affect the situation here, except sentimentally. Even an active price war in the States would have little effect here, other than to cause a hesitancy in buying.

On the whole the metal market here is quiet but steady, and a normal trade is passing.

Tin.—The hand of the English syndicate is shown in a further sharp advance this week. Prices as compared with those of a week ago, are 3 cents higher per pound, and, as might be expected, there is no big business being done at present quotations. Even the largest consumers are ordering merely a few pigs at a time, whereas, under ordinary circumstances, their specifications would be at least one or two tons. Local metal merchants are now quoting from 49 to 50 cents per pound, depending upon the quantity specified. For future delivery the price is 5¼ cents less

Antimony.—"I have never," said a prominent metal man, "seen anything so dull as the antimony market has been, ever since the formation of the syndicate. There is simply nothing doing." Prices remain nominally the same.

Copper.—Further strength is shown this week, although no price change is reported. A fair amount of business is being done.

Aluminum.—This metal has practically become a staple, and a good steady business is reported. The price quoted here is 20 cents per pound.

Plates and Sheets.—Sellers are opening the campaign for fall contracts, and it will be possible to estimate, very shortly, the year's business in this line. As a matter of fact, however, the trade of late years has shown more of a disposition to order from month to month, rather than to contract for spring and fall, and this has resulted in more satisfactory condition.

Pig Iron.—Butiness is about as usual and is devoid of special features. We are still quoting: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Trade in imported lead is humming, stocks of the domestic article having become depleted through the tie-up at the Trail Smelter. Prices are unchanged but firm.

Spelter.—This week's business has been quiet, but prices are unchanged.

Old Materials—Conditions are unchanged, prices remaining as follows: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

HARDWARE MARKETS

MONTREAL.

Different reports are heard from the jobbing houses, some mentioning a tendency to quietness, and others regarding trade as being pretty well maintained. Seasonable lines are active, harvest tools and contractors' and builders' supplies, too, but on the whole, business shows a little easier feeling this week. The weather has been responsible for new activity in some lines, but has also caused a diminishing of business in one or two directions. Electrical goods are particularly sought after just now. Flashlights, toasters, irons, etc., are moving out well. One house reports that for the second time this spring they are cleaned out of electric irons, but of course have fresh supplies on the way. Extensive construction work maintains the heavy demand for construction supplies, the railways contributing largely to the existing activity.

Lawn and Garden Tools.—Rubber hose has been selling so rapidly that several lines were reported cleaned up for about a week, manufacturers being hard pressed to meet the demand. The dry weather of late has called the water service into use, and there followed a run on hose, with orders coming from all parts of the country. This business has also given an impetus to the sales of lawn goods, and the whole department has been rushed by the new business.

Some prices quoted are: Lawn rakes, $3.75 to $5 a doz.; garden sets, 25c to $1.50 per set; border knives, $4.80 doz., net; garden trowels, 60c to $1.50 a doz.; garden shears, plain 8-in., 55c; with notch, 8-in., 60c; long-handle border shears, $1.15 each; long-handle surface shears, $1.05 each; lawn mowers, low wheels, 7 in. diameter, 12. in. width, $2.55; 14 in., $2.65; 16 in., $2.75 each; medium wheels, 9 in. diameter 12 in. width, $3.30; 14 in. $3.55; 16 in. $3.80 each; high wheels, 12 in. width, $4.15; 14 in., $4.40; 16 in. $4.65; 18 in., $4.90 each; lawn rollers 20 in. diameter, from $13 to $18 each; garden wheelbarrows, small, $2.25; large, $3; garden spades, $6.25 a doz. upwards.

Spring Lines.—The real advent of the fly has been responsible for many new enquiries for screen wire and doors. Orders have been freely received. Hammocks are also going out rapidly, and the general spring trade just now is quite satisfactory.

Household Utensils. — Demand for household necessaries is steady. Refrigerators have been moving freely. Ice cream freezers are also "good sellers" just now, and the retail trade are apparently doing a good business in this line. Washing machines are receiving quite a large share of attention.

Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt. $1.50; 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent, per doz.; Mrs. Potts' irons, plain, 82½c per set; nickel-plated, 87½c per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Harvest Tools.—Western orders are specially strong for harvest tools, and from all parts of the country, in fact, the demand is large. It is still early for this business, but the trade are buying already, anticipating the need for these goods that will be felt later.

Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Contractors' and Builders' Supplies.—There is no diminution in this branch of the hardware trade. Construction work is going steadily forward, and in general building operations there seems to be special activity. Railway work has contributed most to the demand for heavy hardware, but there are many kinds of work influencing these departments now. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Wire.—Enquiry for fencing wire is good, the farmers throughout the country evidently being engaged in this work to a great extent. Demand is general. Some prices are as follows: Barbed wire, $2.35; plain twist, $2.55; galvanized wire base, $2.27½; coil fencing (9) $2.30; (12) $2.45; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Toronto, June 1.—The expectations held that the month of May would prove a record breaker have been fulfilled. A splendid volume of business was done and it is doubtful if past records can show anything to equal it. April was slower than had been expected after the brisk way in which the year opened up, the slackness being due entirely to the long continued cold weather. This has been more than made up, however, by the exceptionally good trade carried on during the past month.

Prices have remained steady, the market showing a firm tone.

Seasonable Lines.—The demand for warm weather goods has not fallen off by any means. During the past week large orders have been received for refrigerators, and screen doors have been moving well. The demand has become heavy for awnings, window netting, verandah shades, hammocks, and ice cream freezer, the latter line having been unusually active. Everything pertaining to lawn and garden culture is selling. Lawn mowers are in strong demand. Garden hose, clamps, couplings, sprinklers, nozzles, rakes, shears, spades and wheelbarrows are also moving out regularly. Wire fencing has been coming more heavily on the market and poultry netting is selling equally well. Watering cans, galvanized and otherwise, are active.

Household Goods.—The demand has been more pronounced than is usually expected at this time of year. Tinware and granite goods are selling well and it is quite apparent that the retailers are experiencing a heavy demand. The exodus to summer homes is, no doubt, having much to do with the demand, as new kitchen utensils are required then. There has been a larger call for aluminum goods than in past years.

Builders' Hardware.—A shortage of bricks has been felt and in consequence building operations are being held up some. Nevertheless the call for builders' hardware and general supplies for contractors has not shown any noticeable diminution. If the shortage in bricks continues, the effect may be seen in a slackening of orders later on. The demand at present for tools is seasonably large.

Heavy Hardware.—Barb wire is moving well, and there is a heavy call for wire fencing. Chain, rope, pulleys, etc., are selling briskly. Nails, bolts, nuts, screws, are all in demand, the prospects pointing to an exceptionally big year in all these lines. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7⅛.

Stoves and Heating Goods.—The demand for gas and oil stoves continues to be unusually brisk. A few ranges are being sold, but the demand has fallen off with the advance of the season. A good demand is now being shown for furnaces. Building operations are being conducted on so large a scale that it seems reasonably certain that the call for furnaces this year will be heavy.

Heating contractors state that they are busier than ever, and the manufacturers are finding some difficulty in filling all their orders Heating accessories, such as pots, pans, kettles, etc., have been in active demand.

Sporting Goods.—The volume of business being done in all lines of sporting goods is highly satisfactory. Baseball supplies, lacrosse goods, cricket goods, tennis, golfing and boating supplies are moving well. "One of the biggest years yet in sporting goods," declared a local jobber. "The demand from the hardware dealers has been about the best on record."

The Western Hardware Market Situation

Plenteous Rains Have Developed Optimistic Spirit—Jobbers Cutting Down Some Orders—Too Much Business in Proportion to Money in Circulation—Farmers' Supplies Moving Well.

Trading in every department of business is very active this week throughout the western country. Plenteous rains have developed crop conditions, labor is plentiful, railway facilities are excellent and everything points toward a very prosperous summer. Jobbers are cutting down orders from ambitious merchants and the lament is not that trade is dull but that the movement of stocks is too heavy for the amount of money in circulation. At this season this condition is natural and must be expected. Should the predictions of a leading local railway official be nearly realized that 200,000,000 bushels of wheat will be harvested this year, there should be no need of anxiety. As the country stands the banks have the money but at present they are wise in curtailing lending. Collections therefore are not heavy, but wholesalers and many retailers as well, have profited from experience in previous years of money scarcity and are guarding against over-zealousness.

The hardware trade is particularly brisk, railway construction, bridge building, town and city building is taxing the wholesalers for shipments of iron, steel and builders' supplies. Farmers' supplies are moving well, the chief lines being wire, both barbed and woven, and harvest tools. Plumbers' supplies of all kinds of pipe and solder are going out well. Lead pipe dropped to $5.25 and this comprises the only change in the list this week.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.50; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.65; Queens Head, 20, $3.85; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—¼ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The market in paints and oils is very active and a large business is being done. Prices, however, are not so firm as last week, in some lines, and a decline in turpentine may be expected. In the meantime, we quote as follows:

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05; small lots, $1.10.

A NEW FACTORY.

James Munro, manager of the Munro Steel and Iron Works, Winnipeg, will establish a branch in Vancouver during the next few months. The new plant will be devoted almost exclusively to the manufacture of wire fencing by a new machine invented by Mr. Munro.

He was in Vancouver recently to select a site. While there, he stated that the plant ought to be in operation within three months and that it would represent an investment of $50,000.

Methods of Retailing Paints and Varnishes

The Economy of Paint

Practical Arguments for Painting Which are Generally Overlooked—Dealers Should Emphasize Importance of Protecting Property—Regular Repainting is an Economic Necessity — A Plea for Conservation.

Readers of United States magazines were almost startled, recently, by the appearance of a double page advertisement setting forth in graphic fashion the fact that "Only twenty-five per cent. of the country is painted."

This statement was not made recklessly, but after a most careful survey of the situation, and it may be taken as true. It means, briefly, that structures which are composed of lumber and metal and which represent the investment of a large proportion of the national capital, should be receiving four times as much paint as they are at present, in order to be properly conserved. Think of what this means in an age when conservation in all lines, has taken so tight a hold on the people.

The Conservation Argument.

There immediately looms up in the mind of the hardware dealer, the thought that he has been neglecting one of the most potent arguments in favor of the use of paint—the argument of conservation. Even the dealers who have been most aggressive in pushing the sale of paint, have probably been working along other lines and have failed to make their proposition as convincing as they might have done, had they more fully developed the dollars and cents side of the question.

Our forests are being rapidly depleted, with the result that lumber is becoming more expensive and of poorer quality every year. It has been stated that if all the lumber that is now in structures throughout the country should be suddenly destroyed, it could not possibly be replaced at any price. If, however, the lumber is allowed to remain unprotected it will certainly decay and ultimately be destroyed. If the nation is to avoid such a disaster, some more effective steps must be immediately taken to protect these structures, and the only effective means of protecting them, is not only to paint them, but also to regularly repaint them.

Paint as a Beautifier.

The average citizen only decides to paint his property, when its ugliness, through want of paint becomes unbearable to him. Those of little aesthetic taste (and there are many such), are often satisfied so long as there is the slightest evidence of paint on their buildings. They do not see the advisability of improving the appearance of the buildings, and the absolute necessity of protecting them against decay, has never occurred to them. They do not use paint because it would cost them some money to do so, whereas they should use paint because the gradual destruction of their buildings through not doing so, really constitutes a ruinous expense. If some enterprising paint dealer were to approach people of this class, and show them how much they would actually save, by periodically repainting their properties, the argument of economy and conservation would, in all probability, result in their buying and using paint.

Canada Should Use More Paint.

It is altogether likely that Canada could be accused, just as properly as the United States of being only twenty-five per cent. painted. In the majority of our towns and villages, frame buildings are the general rule, and there are few of these places where more than one quarter of the buildings are kept adequately protected with paint.

The writer of this article has often been impressed with the great possibilities for paint selling, in some of the towns he has visited. A walk along some of the residential streets, invariably reveals an appaling percentage of dwellings in pressing need of paint, both for appearance and protection. Very frequently, quite well designed residences are seen which have apparently been erected for some little time, and have remained unpainted.

A recent visit to a Georgian Bay town during which several of the principal streets were surveyed, left as its chief impression, the great need for paint, and the fine opportunities for paint salesmanship in that town. It was really astonishing to notice how many frame houses had been erected and were being occupied without even a priming coat of paint having been applied. The rains and snows of many months had rusted the nail heads and dirty streaks down the sides proclaimed the location of every stud.

The owners of these buildings had probably deferred painting because they didn't particularly mind the appearance, and, in their opinion, the question of whether they should paint or not, was purely one of pride, and not of protection or conservation. If they had been shown, in a convincing manner, that an immediate application of paint would certainly lengthen the life of their dwelling and thus save them money by protecting the valuable lumber in the building, they would likely have made strenuous efforts to have the place painted.

Better Than Fire Insurance.

In these days, if a man were to neglect insuring his house against fire (especially if it were a frame building) he would be regarded as a fool. Yet there are better reasons for painting a frame building, and keeping it painted, than for insuring it.

Taking out a fire insurance policy amounts to buying protection against the possibility of loss by fire. On the other hand, painting a house is equivalent to buying protection against the certain loss caused by decay. Paint does not only protect against loss, as is the case with fire insurance, but it actually prevents it, as a structure which is kept properly painted will last indefinitely. Therefore, regular use of paint is a more sensible and more profitable investment even than fire insurance, which is regarded as a necessity.

Every hardware dealer and clerk should familiarize himself with this unanswerable line of argument in favor of the use of paint, both for first and renewal coats. It has been said that the property owner who neglects to keep his property adequately protected by paint acts strictly after the manner of him who neglects to throw a pail of water on an incipient fire in his house or barn.

APPEARANCE OF PRODUCTS IMPROVED.

Recently a very decided improvement has been made in the appearance of the product of the Boeckh Bros. Company Ltd. factories, they having added a new machine for printing the name and size on the handles of all their brushes, which also shows quite distinctly their trade mark, the "boar's head." This does away wih the old-fashioned style of hand stamping, which is very irregular and often indistinct, and, besides, the new process adds much to the appearance of these well-known brushes.

A Review of Recent Developments in Turpentine

The Price Has Fallen Over 50 Cents in Six Weeks—Turpentine Has Had a Chequered Career Since the First of the Year —The Course of the Price Fluctuations Shown.

Cut referred to in this article is on page 51.

On the seventh day of January, turpetine was selling in Toronto at $1.05. On the first of April it sold at $1.42. On the twenty-seventh of May, the price asked was 87 cents.

These figures tell in a concise way the story of turpentine's unprecedented fluctuations during the past four months. To start from a point slightly above the normal, and advance by gradual stages to the highest prices since the Civil War —which means, practically, the highest point ever reached, as turpentine was unobtainable during the war years — and then to fall back to normal in a little over two months, is indeed a remarkable proceeding. Turpentine has always been regarded as more or less unstable, but this year it has excelled itself in that respect.

Now that the price has reached the normal figure, it is pretty generally expected that turpentine will steady down after having "had its fling," but it would not be safe to count on such a contingency. Those in closest touch with the situation are inclined to think that the market has not yet been exhausted of its store of sensations, and developments are to be looked for in the not far distant future.

Due to a Shortage.

The successful attempt of turpentine to break the "altitude record" was prompted by a shortage in the supply. During the early months of the year the stock at Savannah sank lower and lower, until the stores were almost completely depleted. At certain stages the records showed that, whereas at the same date in 1910 there had been 11,000 barrels in stock, not more than 1,100 could be mustered. The stores finally showed even a greater scarcity than that, the supply becoming almost a negligible quantity.

Whether there was a shortage, due to the ever-increasing consumption, or whether the producers were holding back to stimulate a bull movement, cannot be divined, but the former is the more probable cause. In the face of so distinct a dearth, it is not surprising that the price soared until the Toronto quotation reached the $1.42 mark. The advance in price began steadily, but became more marked and rapid as time went on. This acceleration was probably due to the panicky feeling which prevailed as the situation developed. The accompanying illustration shows that the price gradually grew until it reached $1.20, at which figure it stuck for some weeks. On March 18, or thereabouts, it took a sudden jump to $1.30. The reports from Savannah on that date indicated that the famine point was not far off. Eight cents more were tacked on the following week, and on April 1 the high water level was reached.

The Downward Trend.

When turpentine started to fall, however, it went down with a rush. Rapid though the upbuilding had been, it could not compare with the velocity of the descent. The highest price was attained just about the time that new stocks became obtainable. Anxious to realize the high price, producers almost simultaneously rushed their supplies on the market. The advent of the new stock was unpropitious — for the producer. The high price had killed off any tendency to buy in anything but "stop-gap" quantities. The new supplies arrived, therefore, on a market singularly devoid of buyers. The price fell, with what might be termed a dull thud. On April 15 Hardware and Metal reported a reduction of from 5 to 10 cents. The following week the "back to normal" movement was even more pronounced, the reduction in price varying from 10 to 15 cents. April 29 saw 10 cents more chipped off the price, thus making the Toronto quotation $1.10. The chart tells the story of subsequent changes in price, which culminated in the 87 cent quotation made on May 27.

The Lowest Price.

It is interesting to note in passing that the lowest price reported on the Savannah Board of Trade was 22 cents a gallon on Sep. 4, 1896. This would mean a price at Toronto of about 60 cents.

With reference to the price now prevailing, there is much disappointment among the producers and factors.

A Better Tone Noted.

Buyers report a more general inquiry during the present week, says the Naval Stores Review, in commenting on the situation. They express the belief that there will be a steady flow of orders now that there have been such aditional sharp declines. "If prices remain firm the coming week," said one large buyer, "it will convince waiting consumers that the movement in their favor has about ended and there will be more of a desire to stock up and not await further drops. The consuming trades need the stuff, even though it is accepted that trade has been off in volume for the past few weeks, but the desire to wait until the lowest point has been reached has lead to the withholding of orders of any magnitude. This week brought a better inquiry, and it looks as though both the foreign and domestic trade were about to bestir themselves and gather in turps at what we must all acknowledge are reasonably cheap prices."

Use of Substitutes.

Despite the almost prohibitive price of six weeks ago, there was not as marked a tendency to resort to the use of substitutes in this country, as might have been expected. Enquiries have been made, and few of the supply houses experienced much of a demand for adulterated brands It would seem that just enough pure turpentine was bought to meet pressing needs, and other work was allowed to slide until prices were more favorable.

CARBORUNDUM CO. ENLARGING OFFICE.

The Carborundum Company office force must have more room in which to handle the greatly increased business and accordingly work has been started in enlarging the present office building at The Carborundum plant, Niagara Falls, N.Y. The plans call for a storey and one half addition to the present building and the addition will give about 6,000 square feet more space. The present building will be remodelled under the most approved plans of modern office construction. It is expected that the work will be completed late in the summer.

SENT FIRST CONSIGNMENT.

Regina, Sask.—Peart Bros., wholesale hardware dealers, have the distinction of shipping the first carload of freight over the Regina-Bulyea branch of the Canadian Pacific Railway. The C.P.R., however, is not yet in a position to take shipments of freight over the new line, as the ballasting work has not been completed. The company only shipped the car load of goods for Peart Brothers to accommodate the firm. The shipment of merchandise was sent to W. L. Thomas, of Silton, and it was imperative that the goods be forwarded without delay.

In addition to the carload of goods sent out by Peart Bros., two loads of lumber were also shipped out.

FURNACE MERGER.

Chicago, May 25.—A merger of nine of the largest furnace manufacturing concerns of the United States has been effected. A. W. Williamson, of Cincinnati, will be president of the new company, capitalized at $9,500,000.

The new concern, which will have headquarters in Chicago, includes companies in Milwaukee, St. Louis, Detroit, Elyria, Cleveland, Cincinnati and Utica.

ML ML ML ML ML ML ML ML ML ML ML ML ML

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M {MAPLE LEAF} **L** **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M {MAPLE LEAF} **L** **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M {MAPLE LEAF} **L** **Elastilite Varnish**

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Lists, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET

ML ML ML ML ML ML ML ML ML ML ML ML ML



Get the Advice of a Man who Knows

Mr. Dealer, if you are in doubt as to the best line of finishing materials to carry, ask a painter or large consumer or anyone who is in a position to discriminate between good and bad paints and varnishes. He will give you an unprejudiced opinion of

MINERVA TRADE MARK MINERVA **PAINTS AND VARNISHES**

You are sure of the reputation if you handle this established line. There is a large and growing demand for Minerva Brand, which offers a good, fair margin of profit to you.

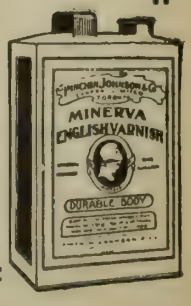
For 76 years Minerva Paints and Varnishes have been successfully distributed to the markets of the world. They have stood the hardest tests of time and climatic conditions, and to-day are used by the largest firms of painters and decorators, Railroad and Steamship companies and consumers who know paint quality and finishing perfection.

Write us for our Attractive Proposition—We can help you Create Larger Sales

Manufactured in Toronto by

The Pinchin-Johnson Co. (Canada) Ltd. F17

Established in England—1834 377-387 Carlaw Ave., Toronto, Can.



PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 2nd.—Further reductions in the price of linseed oil and turpentine are reported this week. There is a good general tone to the paint and oil markets, with the demand well maintained. Orders are coming in freely, and the bulk of trade now passing reaches an appreciable figure. Demand covers all lines, with each making a good showing.

Linseed Oil.—Local prices of linseed oil are down again this week, quotations being, for raw $1.06 per gal., and boiled $1.09. The primary market has shown a stronger tendency during the past week, and has advanced accordingly. The market is regarded as firm and, if anything, with steadiness to be expected, but each week finds the local market down a little lower than the figures for that preceding it. The demand for oil is reported good, owing to extensive painting operations, and this with a reported scarcity of seed might be thought sufficient to stem the price decline, but such has not been the result, at least not yet.

Turpentine.—With the primary market steadily declining, it was to be expected that local prices would follow in sympathy. Such has been the case, and 87½ cents a gallon is now being asked. The demand is good, and while conditions are favorable, the ampleness of supplies has been sufficient to keep the turpentine toboggan on the move. The price at Savannah has, of late, been lower than for the same time last year. One estimate of the new crop is placed at 600,000 bbls., which under ordinary conditions should make the situation easier than last season, according to one claim. Substitutes have apparently cut into the legitimate trade to a considerable extent, and may, if their use is continued, have an effect on the price of turpentine, by curtailing the consumption of the genuine article.

Arsenate of Lead.—A fair enquiry for this article is reported, but there is no special feature or change. Prices are: In bbls., about 800 lbs., 9c; in half bbls., about 400 lbs., 9½c; in 25 lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

Putty.—A good steady demand is reported for putty, with firmness noted. Existing prices are as follows: Bulk bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

Paris Green.—Dealers are still asking for Paris green although the trade should be pretty well supplied by this time. Prices are unchanged yet. The season for heavy demand is not far distant, and it is possible that the demand for this article may be greater than usual. Prices are unchanged as follows:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21¼c per lb.

White Lead.—Although the early demand for white lead was disappointing, owing to unfavorable weather, the May demand was good, and according to manufacturers, practically made up for the slowness for the heavy demand to show itself. Prices are steady as follows:—Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

TORONTO.

Toronto, June 1.—The market has been marked by high activity. All lines are selling well, with the prospect of even better conditions in the future. "This has been the best year yet," said the sales manager of a large manufacturing firm. "I thoroughly believe that it will prove the best on record by long odds. There is every indication of continued activity." Other manufacturers and jobbers speak rather more guardedly but they seem to feel that conditions are in every way satisfactory.

The only price change this week has been in turpentine, a further reduction of 2 cents being noted. One firm is quoting a lower price on linseed oil but the prevailing quotation is the same as for the past month.

Turpentine.—The marked decline has continued and the price quoted to-day is 85 cents. As might be expected, the demand has become pretty active. For all painters' supplies, turpentine is again being freely used and substitutes are being utilized less than before. This, combined with a special demand from the varnish makers, is making the market active—a distinct contrast to the conditions which prevailed up to a few weeks ago. As the season is favorable to the production of turpentine in the southern states, the price has continued to fall, despite the improvement in the demand and has now become pretty near the normal for this season of the year. The return has been rather sooner than was anticipated a couple of months ago.

One local firm, which is generally rather low than otherwise, to-day quoted 91 cents for turpentine. The prevailing figure, however, is 85 cents.

Linseed Oil.—There is nothing of note with reference to linseed oil. Conditions are normal, the demand being perhaps a little better than is usually experienced at this time of year. A large amount of outside work is being done requiring the use of raw material such as linseed oil, lead and other pigments. It is asserted that there are no new supplies of flaxseed coming on the market and that it is not likely there will be any in sight for another month or six weeks. Under the circumstances, the general price remains steady at $1.12 for raw and $1.15 for boiled. One company, however, reported an easier tendency in oil, their quotation being $1.07 for raw and $1.10 for boiled.

Rosin.—The market continues fairly firm. This is probably due to the fact that buyers and speculators in rosin can hold stocks with very little difficulty and with no danger of loss from depreciation or leakage. There is a healthy demand from the makers of soaps and varnishes, so that the holders of rosin seem reasonably assured of a good market during the whole season.

Putty.—The demand is reasonably good for this season of the year. Prices are standing the same. Standard putty in quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—The demand is growing in accordance with the increased activity in outside work. Larger orders are now being placed. Buyers are showing more confidence, now that the question of price seems more settled. The fall in turpentine and the steadiness shown in linseed oil have been contributing factors to this satisfactory condition.

Prepared Paints.—Chief activity now centres in prepared paints. The demand all around has been exceptionally good and all jobbers and manufacturers express themselves as well satisfied. Orders are still large, although a great many of the sorting-up variety are received.

Varnishes and Japans.—The demand is well sustained. The price question seems to be settled for good—at least for the present season—and it is highly probable that present quotations will not now be departed from.

Specialties.—Alabastine is in good demand at present, as are all other varieties of interior stains. Brushes are selling well. Painters' specialties, such as kalsomine, boat pitch, grease, pine tar, axle grease, alkali, sand paper, pumice stone, sponges, tar, shellacs, etc., are all showing a good steady movement.

Petroleum.—There is now a steady seasonable demand. The prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astrol, 15½c.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house, is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL—If the front door, porch, ceiling or bathroom wants brightening. Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick Drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the next day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	9 50 @ 9 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 45c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Heroules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 30
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr A.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	13 75 @ 13 00
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (8oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	3 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
13 "	2 30	2 55
14 "	2 20	2 35
17 "	2 30	2 45
18 "	2 20	2 45
20 "	2 30	2 45
22 "	2 35	2 55
24 "	2 35	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 50	16 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00 @ 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $50 00 @ 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
J C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No. 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

HAY WIRE IN COILS.

$2.85 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge ground	0 08
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

SORTING UP ORDERS

For Brushes should be placed at once.

Examine your stock now; do not wait until your stock of the best selling lines is depleted, but order right away and thus avoid missing sales. Remember brushes will be much in demand during the month of June, and particularly

BOECKH'S BRUSHES

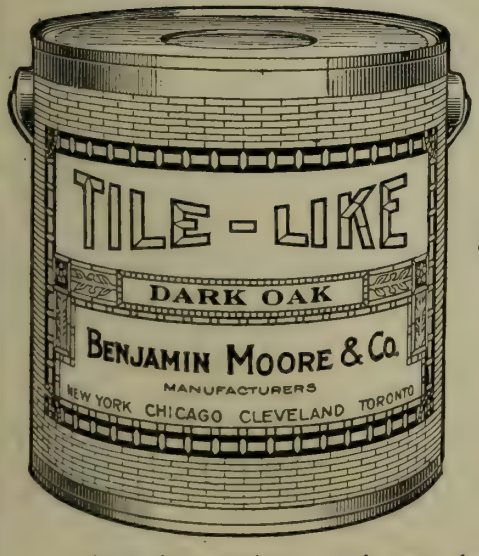
We are decidedly busy now, but our large, well assorted stock and large manufacturing facilities make it possible for us to give prompt attention to your requirements.

The BOECKH BROS. COMPANY, LTD.

Factories:
158 to 168 Adelaide St. West,

TORONTO, CANADA

Offices:
80 York Street.



MOORE'S *Tile-Like*

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored **Varnish and Stain Combined**, and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Mooramel, Muresco, Floor Paint, Saniflat, House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK CHICAGO CLEVELAND

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel

PINE TAR

Half-pint tins, per dozen 0 80

PUTTY.

Standard.

Bulk in casks 2 20
" 100-lb. drums 2 55
Bladders in bbls 2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 91	0 85
Wood Turpentine		1 00
Linseed Oil, raw	1 11	1 12
" boiled	1 14	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	3 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 [illegible]
Elastilite varnish	2 25
Granitine floor finish	2 2[illegible]
Sherwin-Williams' kopal varnish	2 [illegible]
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 70
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; nett extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 30c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ` loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 66
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 n. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¾ x 5 per gross	2 25
5-16 x 5	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

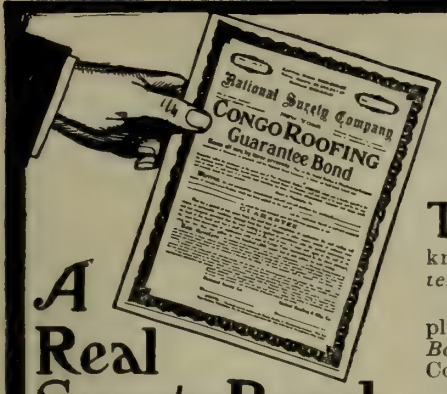
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years*.

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921*.

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

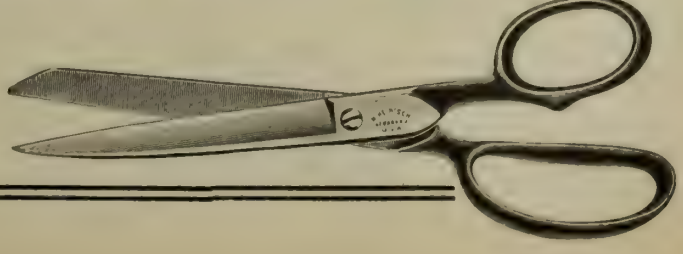
SOLD BY ALL JOBBERS

SHEARS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS



R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz..... 0 40 0 75
Mincing knives per doz 0 50 0 90
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 80
Vegetable slicers, per doz 2 25
Universal meat chopper, No. 1.. 1 15
Enterprise chopper, each 1 50
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 1 35 4 10
" " 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from..... 12 00
Axes, dozen, from..... 6 50
Axe handles, dozen, from..... 1 15
Cross cut saws, per foot..... 0 25 0 43
Axe wedges, dozen..... 0 25
Ball and heel calks..... 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz..... .. 1 25
Carpenters', round hickory, 6 in., per doz..... 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz..... 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste..... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¼ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz..... 1 20 1 50
Folding ironing boards..... 16 25 18 00

NAILS

	Wire
1—1½ inch.....	3 30
1½ inch	2 95
1⅝—1¾ inch.....	2 70
2—2½ inch.....	2 60
2½—2¾ inch.....	2 45
3—3½ inch	2 40
3½—4 inch.....	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers per 100 lb..... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each.....		3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety.... 9 00

ROPE AND TWINE.

Sisal rope.....	0 08½
Pure Manilla rope.....	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger..... ..	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅞ and upwards, 9c.; under ⅞, 9½c.	
Lath yarn, single.....	0 08
Lath yarn, double	" 8½
Sisel bed cord, 48 feet, per dozen....	0 65
Sisel bed cord, 6 feet, per dozen....	0 80
Sisel bed cord, 72 feet, per dozen....	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb...	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.....	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain..... 4 25
" plated 6 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb..... 2 25
Sectional, ½ lb. each, per 100 lbs..... 2 40
Solid, 3 to 30 lbs..... 1 55

SASH CORD.

No. 8, per lb.... 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in., style	7 80
Common doors or 3 panel, grained only, 4-in. style.....	8 10
Beaver window screens, 14x18, open 28½ inches.....	1 60
Perfection window screens, 14x15, open 22½ inches.....	1 80
Model window screens, 14x22, open 36½ inches.....	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel.....	85 and 10
" R.H., bright.....	80 and 10
" F.H., brass.....	75 and 10
" R.H., brass.....	70 and 10
" F.H., bronze.....	70 and 10
" R.H., bronze.....	65 and 10
Drive screws.....	85 and 10
Set, case hardened.....	60
Square cap.....	50 and 05
Hexagon cap.....	45
Bench, wood, per doz..	$5 00
" iron, per doz.....	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 62
7 inch..... "		8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 22
7-inch..... " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCYTHE.

Washita.....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr.....	"		0 10
Scythe per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each....	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" " Metallic, No. 1821....	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps.....	60
" " Rat Traps....	1 20
Easy Set Mouse.....	0 45
" Rat.....	0 95
Blizzard Mouse Traps.....	0 45
" Rat Traps.....	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers.....	0 80

VISES

Per pound.....	0 12	0 12½
Hinged pipe vise, 25 lbs.....		3 55
Saw vise.....	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario.....	41 25
Round, re-acting, per doz.....	81 25
Square, re-acting, per doz.....	77 50
Dowswell.....	52 50
New Century, Style A.....	101 25
Ideal Power.....	180 00
Daisy.....	73 25
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	52 50
Ottawa.....	55 00
Connor Ball Bearing.....	112 50
Connor Gearless Motor Washer.....	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz...	47 75
Eze, 10 in., per doz.....	46 75
Bicycle, 11 inch.....	60 50
Trojan, 12 inch.....	100 00
Challenge, 3 year, 11 inch.....	53 25
Ottawa, 3 year, 11 inch.....	58 25
Favorite, 5 year, 11 inch.....	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen.....	21 20
Garden, steel wheel, dozen.....	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " " 34 in.....	1 00
" " " 36 in.....	1 25
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in.....	0 95
" " lumbermens, 44 in....	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Your Money In It



All over the country you see men in this position to-day. It is a favorite spring position. It is a position which predominates wherever a live agent for

RAMSAY'S PAINTS

realizes that his money is in it, and now is the time to get profits out of it. You have invested money in Ramsay's Paints—The Right Paint to Paint Right—are you doing your share to help us get orders for you? Look about your town! How many houses need paint? How many householders are thinking of painting? Then write us and tell us who they are. The result will be business and profit for you. Many agents are doing this. Are you?

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"JAMES" RED LEAD

Genuine English Lead. Dry or in Oil.

"James" Leads have been the favorites amongst particular users for many years.

If it's "James" Lead, it is good Lead.

A. C. LESLIE & CO., LIMITED

MONTREAL

THE BEST ALL 'ROUND PAINT FOR EVERY PURPOSE

EXCEPTIONAL COVERING CAPACITY



MADE WITH MANITOBA LINSEED OIL

That's why the Agents for

Stephens

Pure Ready-mixed Paints are more than satisfied with their paint business

"Absolute satisfaction guaranteed in every case where STEPHENS' Paints are used" is our motto, and every dealer is fully authorized to make it good. It is this policy, combined with good, high-standard goods, that has won for our goods the premier position on the Western Paint Market.

MANUFACTURED BY

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG — Branch at Calgary — CANADA

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Bolts---Expansion
Star Ex sion Co. New Yor

Brass, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
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S. Cheney & Son, Manlius, N.Y.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David. & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's. London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto
W. R. Humphreys & Co., Ltd., Sheffield, England
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Hangers
Hunt, Helm Ferris & Co., Harvard, Ill
Richards Wilcox Mfg. Co., Aurora Ill

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Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

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Geo. G. Veness Mfg. Co., Boston, Mass

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Canadian Hart Wheels Limited, Hamilton, Ont.

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Canadian General Electric Co., Toronto

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Morrison James, Mfg. Co., Toronto.

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Davidson Thos., Mfg. Co., Montreal
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McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

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Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

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U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

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John Lysaght, Ltd., Bristol, Newport and Montreal.

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Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
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Glass Wired
Hobbs Mfg. Co., London
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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
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Cowan & Britton, Gananoque
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Taylor-Forbes Co., Ltd., Guelph, Ont

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St. Mary's Wood Specialty Co., St. Mary's, Ont.
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North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools.
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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

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The L. Martin Co , New York
Wilckes Martin Wilckes Co., New York

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Queen City Oil Co., Toronto

Lanterns.
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Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton

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Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph.

Lawn Mower Sharpeners
R. Woon & Co., Oshawa

Lighting Fixtures
MacLaren & Co., Merrickville
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

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Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

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White Mop Wringer Co., Fultonville, N.Y.

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Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co, Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
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Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
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Fenn Mfg. Co., Charlotte, Mich.

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Greening, B., Wire Co., Hamilton, Ont.
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International Tool Co., Detroit
Rhodes Mfg. Co., Grand Rapids, Mich

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Christy Safety Razor Co., Ltd., London Eng.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

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Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
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Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

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Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass.
Spear & Jackson, Ltd., Sheffield, Eng

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American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

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McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

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T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Spramator Co., London, Ont
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont.
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton.
U.S, Steel Products Co., Montreal

Tapes.
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Lufkin Rule Co., Windsor, Ont

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The Barton-Netting Co., Ltd., Windsor, Ont

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A. C. Leslie & Co., Montreal

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The Goodell-Pratt Co., Greenfield, Mass

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

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Cummer-Dowswell Ltd. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

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B. Greening Wire Co., Hamilton

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Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

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Sta Mfg. Co., Carpentersville, Ill.



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WANTED—One first-class hardware man. Steady work and good wages if suitable. A. FULTON, Enderby, B.C., in the Okanagan Valley. (22)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

WANTED—A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—At once, a reliable man, one capable of taking charge of shop, who can estimate on tinsmithing, plumbing and heating work. A steady job for a first-class man. Apply, stating experience, also wages expected, send written references. Apply to HICK-SEHL HARDWARE CO., Lethbridge, Alta. (22)

WHOLESALE hardware firm in Toronto has opening for two or three young men who have had thorough retail hardware experience. Must be good salesmen. Good advancement in short time for right men. State age, experience, references and salary expected. Box 511, HARDWARE AND METAL, Toronto. (22)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

TRY A CONDENSED AD. IN HARDWARE AND METAL

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

THERE IS A GOOD REASON

Why you should sell and recommend DOUGALL VARNISHES.

Firstly, the ingredients used in their manufacture are strictly pure.

Secondly, none but the most experienced men are employed in our factory.

Thirdly, no varnish is allowed to leave our factory until it has been properly aged, and we know it will do what we claim for it.

DOUGALL VARNISH is second to none, and we know it. We are not boasting when we say this, but we are justly proud and want you, Mr. Dealer, to have no hesitation in recommending our varnish for we will back you up every time. We know that nothing but satisfaction can result, for Quality counts.

THE DOUGALL VARNISH COMPANY, LIMITED

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON

A Dollar Talk

On Paint Oil Storage.

How much oil is:

Soaked up in the floor?

Smeared over the measures and funnels?

Absorbed by the barrel?

Wasted by over-measure and spillage?

Spoiled by evaporation?

How much is your fire hazard increased?

The answer to these questions shows why it is profitable to buy a



Cut No. 115.

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The Bowser Buys Itself
Ask for Book No. 1 N.

S. F. Bowser & Company, Limited

66-68 Fraser Avenue, TORONTO, ONT.



DO YOU BELIEVE IN---

THE "HORSE SHOE" FAIRY TALE?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.—All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A22

GLASS GLASS GLASS
GLASS GLASS GLASS

Glass

GLASS GLASS

of

GLASS GLASS

Quality

GLASS GLASS

for

GLASS GLASS

Building

GLASS GLASS

Purposes.

GLASS GLASS GLASS

Warehouses

GLASS GLASS

at

GLASS GLASS

Montreal

GLASS GLASS

Toronto

GLASS GLASS

Winnipeg.

GLASS GLASS GLASS

Consolidated

GLASS GLASS

Plate

GLASS GLASS

Glass

GLASS GLASS

Company,

Limited

GLASS GLASS GLASS
GLASS GLASS GLASS

PROMPT SHIPMENTS

Will help you get many orders for

METAL CEILINGS



Our Designs are Attractive. Our Stock is Complete
Our Facilities are Unequalled

GET BUSY—WE WILL HELP YOU

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 WINNIPEG, CANADA

NEW ERA PAINT

WHY be satisfied with your present paint profits? We have a more profitable line for you to handle.

Seize the Opportunity

and buy New Era Paint.

It will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other you can buy, no matter at what price.

New Era Paints will increase your business, as they never fail to give perfect satisfaction. There's money in it for YOU. Write us at once.

Standard Paint and Varnish Works Co.

LIMITED

Windsor, Ontario.

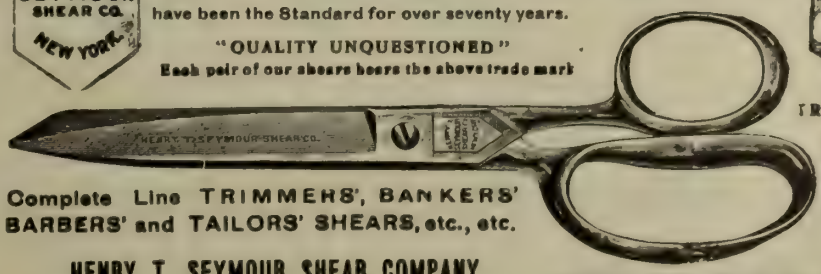
HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

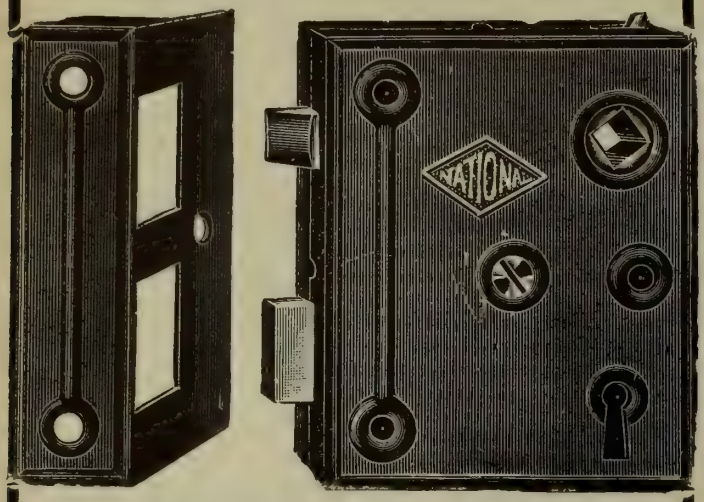
Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, *Agents.*

"Absolute Safety"



NATIONAL STEEL RIM LOCKS

For Safety, Strength, Durability and Finish the "NATIONAL" LOCK has no equal. We have received some very high compliments on the SERVICE our locks are continually giving. Carpenters and builders specialize them as they are satisfaction givers.

Write for samples and prices.

NATIONAL HARDWARE COMPANY, Limited
ORILLIA ONTARIO CANADA

"MALTHITE"

The Roofing that Lasts

"MALTHITE" is unequalled for service and quality.

"MALTHITE" is most profitable to handle.

"MALTHITE" is made from the highest-grade materials, and is guaranteed to be absolutely waterproof. It does not crack, and will stand harder usage than any other when properly laid.

Write for Prices. They are within your estimates of every class of roof

The Dominion Roofing Co., of Canada, Ltd.
31-33 Front Street East, Toronto, Can.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL TORONTO ANTWERP LONDON WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited
LONDON TORONTO WINNIPEG MONTREAL

Department of Railways and Canals.

Ontario--St. Lawrence Canals. Rapide Plat Canal.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improving Lower Extreme to Lock No. 24," will be received at this office until 16 o'clock on Friday, June 9th.

Plans, Specifications, and Form of Contract to be entered into can be seen on and after this date at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Resident Engineer of the Ontario—St. Lawrence Canals, Cornwall, at which places form of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labour, which schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $9,000.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfillment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

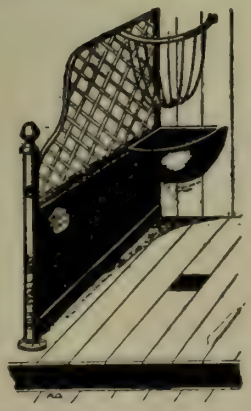
By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, May 19th, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (22)

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Green Label Varnish Talks

By Glidden

Green Label varnish is THE varnish of all varnishes

Varnish is like *friendship*—its proof is in its *lasting qualities*.

Glidden's Green Label Varnishes go on to *stay*. They flow smoothly, dry evenly, and without brush streaks.

They set mirror-hard and crystal-clear. Do not obscure or cloud the wood, but reveal its full, natural beauty.

And the film that they form is *elastic*.

That is why changes in temperature do not affect them, nor do they scar white.

It's because of this wonderful, lasting quality—because they cover more per gallon—that the Green Label line is really the *most profitable* line to handle.

Glidden's Endurance Wood Stains is the line you will eventually buy. We have a proposition to make you, that sounds like a fairy tale but it's not; write us and we will tell you about it, and when you read it you will send us your order.

Glidden

Varnishes
Stains and Specialties

The Glidden Varnish Co.
Cleveland, U. S. A. **Toronto, Can.**
Branches: New York, Chicago

The famous Glidden Green Label specialties are

	Per Gallon
M P Master Painters Durable Exterior, unequalled for exposed work.	$5.00
M P Durable Interior, a high grade varnish for interior use.	3.50
M P Durable Floor, for protecting and beautifying natural and painted floors	3.50
Velvet White Enamel, for an egg shell finish.	6.00
Superior White Enamel, for high gloss finish.	6.00

Glidden's Endurance Wood Stains are the finest in the world. You should see our Light and Dark Mahogany.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Two Cents per Word

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

GOOD-BYE TO BIT EXTENSION TROUBLES



Here's the new improved **FORD** that solves every Extension problem. It so far surpasses the clumsy, hard-working models that there's no comparison.

Simple in construction, easy to adjust, knurl nut that holds bit as firmly as though in a vise, no parts to get out of order, especially designed for accurate, long-distance work.

The FORD BIT EXTENSION is vastly superior to any other.

It has been tried out by prominent electricians, who pronounce it the most practical ever made.

Every feature is a selling argument, Mr. Dealer, and its surpassing qualities mean big sales, big profits and satisfied customers.

You can unhesitatingly recommend the **FORD**, for it has made good every claim made for it; and satisfaction is certain to follow its use.

We'd be pleased to send you catalogue, terms and name of nearest jobber.

Ford Auger Bit Co.
112 Cabot St., Holyoke, Mass.



OAKEY'S

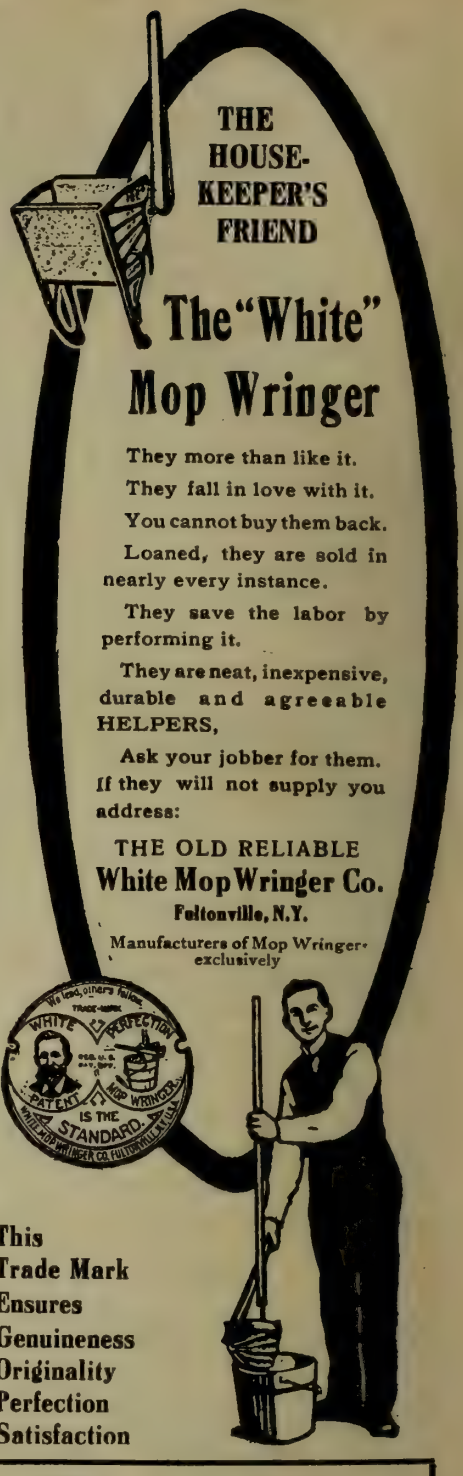
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

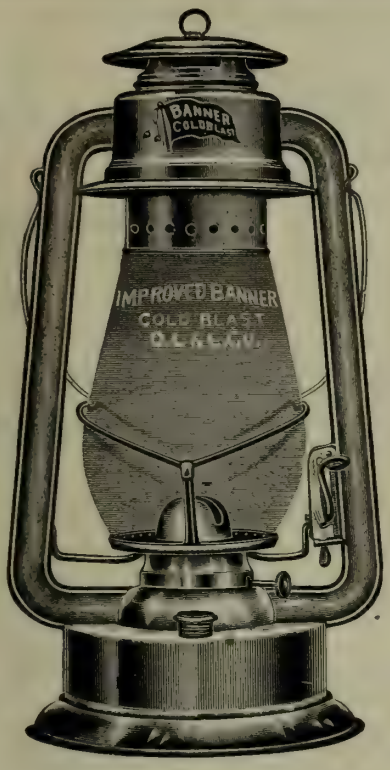
Write us for catalogue and prices.

BRASS RAILINGS

ALL DESCRIPTIONS. MADE TO ORDER.

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.



"BANNER" COLD BLAST LANTERN

WHY offer your customers inferior lanterns?

WHEN you can get the best for the same money!

Just compare the BANNER with any other

Patent well, patent lift lock. Handsome finish. Burns 15 hours longer than any other.

For Sale by All Jobbers.

Ontario Lantern & Lamp Co., Limited.

HAMILTON, ONT.

Electric-Welded Logging Chain

is sold under an absolute quality guarantee



is known everywhere by the Swell-weld

A chain is no stronger than its weakest link, but in our swell-weld product the weld is the strongest part of the link, and the chain has the tensile strength of the material from which it is made.

***Office:* BUFFALO, N.Y.**

McKinnon Chain Co.

***Factory:* ST. CATHARINES, ONT.**

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

Corn and Bean Planters



King of the Field, the best hand planter made.
Triumph, the cheapest good planter.
Step LaddersCurtain Stretchers
Folding Ironing BoardsFolding Clothes Bars.
Write for Circular and Price List

Otterville Manuf'g C'y, Limited, Otterville, Ont.

WHAT ARE YOU DOING

to prevent orders for leather belting going direct from local users to manufacturers? This is your trade and you will find that an assortment of Goodhue's

LEATHER BELTING

in the stock sizes, aggressively displayed and advertised, will bring the trade to you. Just try it. Begin by writing us for Price List.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

BISSETT & LOUCKS, P. O. Box 116, WINNIPEG, MAN.
Western Agents

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

ANYONE CAN USE
THE "SPECIAL" SAW SET



FULLY WARRANTED
THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS
SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

WESTERN ASSURANCE COMPANY
Incorporated 1851
FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

POLIVIT

Retails at 40 cents
A Revolution in
SILVER AND ELECTRO PLATE
Cleaning and Polishing

POLIVIT PATENT CLEANER

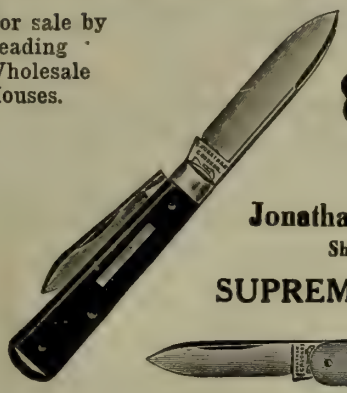
Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT.
ABSOLUTELY HARMLESS
GOLD MEDAL, LONDON, 1908

Every POLIVIT sold will sell a dozen others and create an enormous demand. All the large English hotels now using it. Be sure and stock POLIVIT.

Write for Pamphlet and Prices

A. A. SHUTE, Fredericton, N.B.
SOLE AGENT FOR CANADA

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



ED. BRAND

Specialist in the Wire Trade for 15 years

472 Moss Lane East

MANCHESTER, ENG.

Machinery for

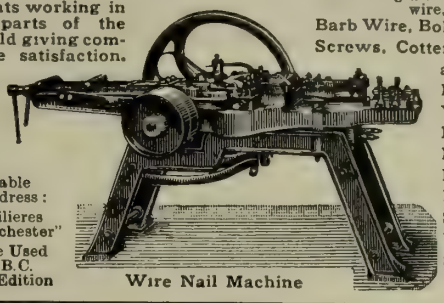
Wire Drawing Wire Netting
Wire Cutting Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc. Etc.

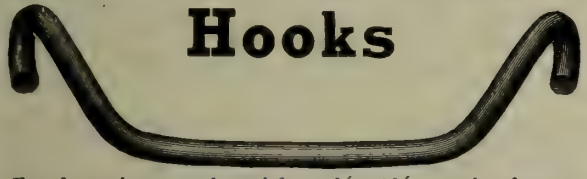
Plants working in all parts of the world giving complete satisfaction.



Wire Nail Machine

Cable Address: "Filieres Manchester" Code Used A.B.C. 5th Edition

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited

WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

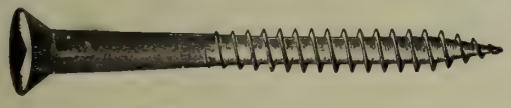
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

WOOD SCREWS



The 20th Century

Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.

Send us an order and give them a trial.

RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

POTATO BUGS

Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market. Potato Bug season will be on shortly. Every Farmer and every man with a garden is interested.

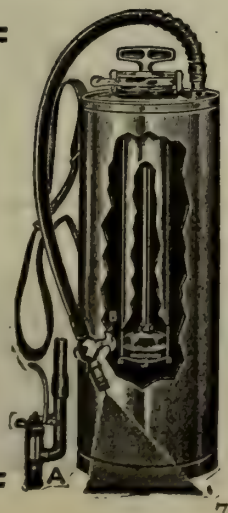
You should have Sprayers in Stock

Write us for Special Terms

CAVERS BROS.

Manufacturers

GALT .:. .:. ONT



WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.

LIMITED

Winnipeg, Manitoba

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
443 Barton St. East, Hamilton
Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow

FILTERS.

"GALVO" FILTER & STERILIZER
Kills all disease germs by Electricity. Plain or Screw
Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"
FILTERS
"ANTI-SPLASH"
FILTERS Plain or Screw
Faucets 25c. Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

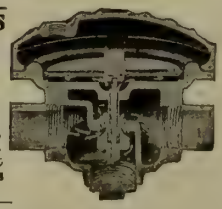
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen, 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
Our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

LAWN ROLLERS.

Lawn Rollers



Write the Manufacturers
JAMES & REID
PERTH :: ONT.
We have latest patterns.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY:
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

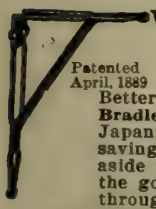
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellos Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

TIMBER JACKS.

Trewhella Bros.' Australian Timber Jacks

For clearing land of Trees, Logs, Roots and Stumps



Simple, powerful, reliable expeditious. A necessary tool for every farmer.

Trewhella Bros.

Alma Street, Soho, Smethwick, Birmingham, Eng. and Trentham Victori Australia

TOOLS.



TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF
WIRE SPRINGS
for COMPRESSION and EXTENSION
James Steele, Limited, Guelph

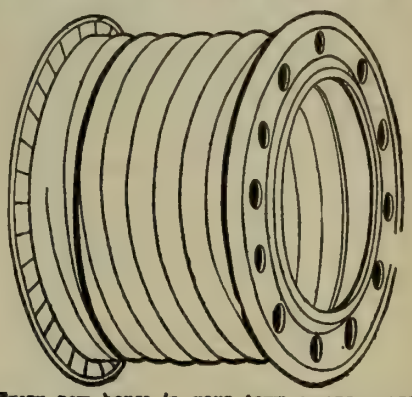
O K CANADIAN U BAR STEEL
Stanchions and Stalls
are guaranteed not to let the cattle loose, and are absolutely sanitary.
Canadian Potato Machinery Co., Limited
208 Stone Road - - Galt, Ont.

MOP-STICKS

OF DURABILITY
are the "TARBOX BRAND"
No. 8 Plain Cloth Holder.
No. 10 Combination Brush
Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by
TARBOX BROS.. - Toronto, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal

The INFALLIBLE GLAZIER'S DIAMOND.

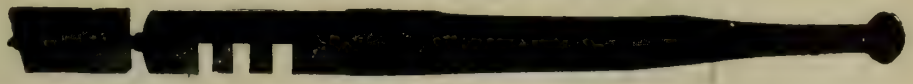
Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

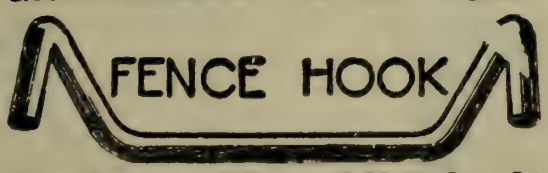
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

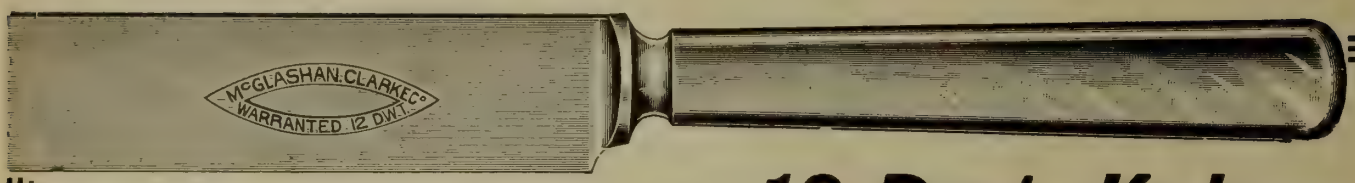
The Western Wire and Nail Co., Limited, - London, Ont.

SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC



The McGlashan, Clarke 12 Dwt. Knives

are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plated with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee. **Write for catalogue of quick-selling specialties.**

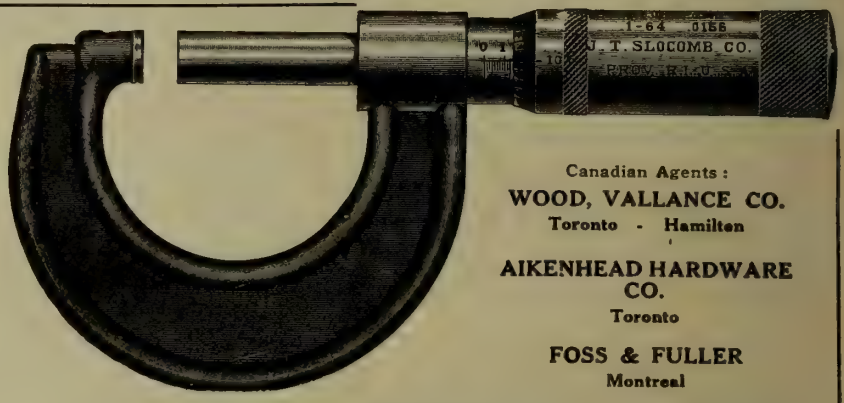
The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

Tell the Mechanics

of your locality that your are selling the "Slocomb" line of Micrometer Calipers and you will convey a strong impression that you are a dealer in the most reliable tools.

Slocomb Micrometer Calipers

are made in all sizes from 0 to 24 inches and from 0 to 600 m.m. metric. They combine with the highest accuracy the greatest durability.



Canadian Agents:
WOOD, VALLANCE CO.
Toronto - Hamilton

AIKENHEAD HARDWARE CO.
Toronto

FOSS & FULLER
Montreal

J. T. SLOCOMB CO., - - Providence, R.I., U.S.A.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

THE R. McDOUGALL CO., Limited
GALT, CANADA

Quality

Still's Axe Handles are undoubtedly the BEST in quality, finish and durability. They are absolute satisfaction-givers.

STILL'S AXE HANDLES

The selection and seasoning of the wood---the shaping and balancing of the handles, are done by experts --- men who make it a specialty.

Better write for our prices. They will interest you.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS, ONTARIO

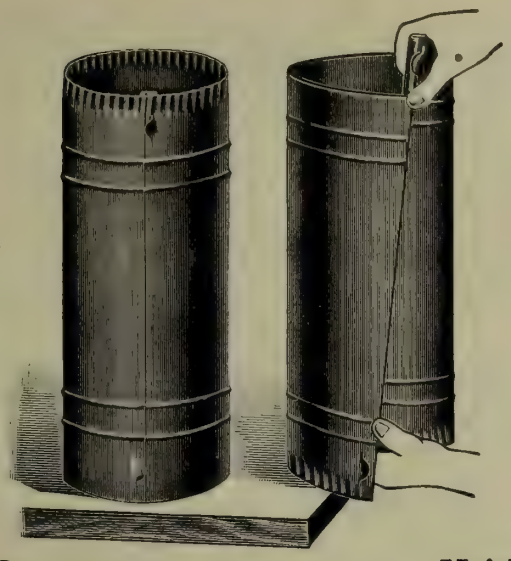
"PERFECT"

PATENT NESTABLE
STOVE PIPE.

No staples—no trouble to adjust —no complaints from customers.

Each length is locked as shown in the cut, and is then as tight and as rigid as though riveted.

The grade of Canada Plate used is especially selected for the purpose, and each pipe is passed through an oil bath before crating, to prevent rust in storage and in shipment.



The "PERFECT" lock will neither allow the small end to collapse, nor the large end to expand.

"PERFECT" Pipe will therefore always fit perfectly, and will never fall apart.

Inches.	Shipping weight.
6	176 lbs.
7	200 lbs.

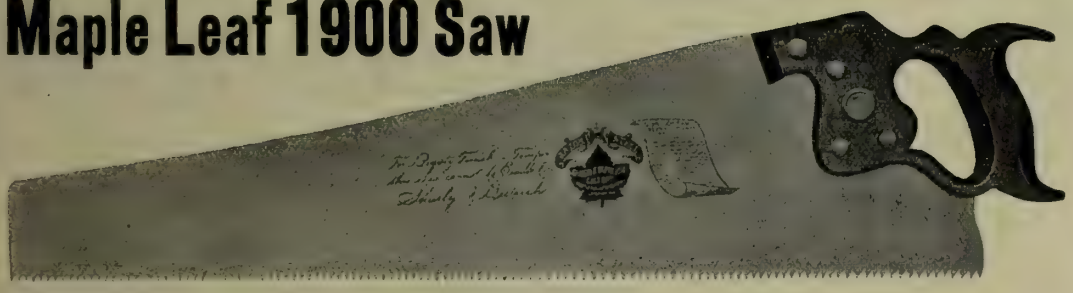
Packed, 25 lengths in crate.

Manufactured by

E. T. WRIGHT & CO. (H. G. WRIGHT) - - **HAMILTON, CANADA**

Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

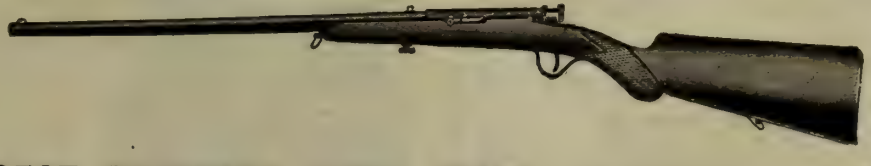
We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO **VANCOUVER, B.C.**

THE BAYARD AUTO-COCKING AND EJECTING SEMI-AUTOMATIC RIFLE

Entirely new features, nothing like it made, stands alone in quality and its class.
Adapted to 22 short or long rim fire smokeless cartridges.



THE STRONGEST SHOOTING RIFLE MADE. "You pull the trigger, the Bayard does the rest." When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge. All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong Shooting, High-Class Workmanship, Handsome Alignment, Simplicity of Mechanism, parts interchangeable, are the main features of the Bayard. It has the quick twist rifling which makes it a powerful shooter. Will penetrate three inches of pine, weighs about 4 lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screwdriver. The rear sight is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. Ask your jobber for the Bayard.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

IT IS PERHAPS NOT GENERALLY KNOWN

That we have an Information Department, consisting of trained and practical men, whose time is employed solely in answering enquiries from people interested in cement.

NOW IT WILL BE READILY UNDERSTOOD

that out of the mass of enquiries that come to us, there are a number that include questions as to what might be termed Allied Industries. These we now answer to the best of our ability, but we could answer them still more satisfactorily if manufacturers of materials used in conjunction with cement would co-operate to the extent of sending copies of their catalogues and other literature, to be placed on file in our office for reference.

WE SHOULD LIKE TO OBTAIN

the names and addresses, together with catalogues, and any other obtainable information, of manufacturers of and dealers in:—

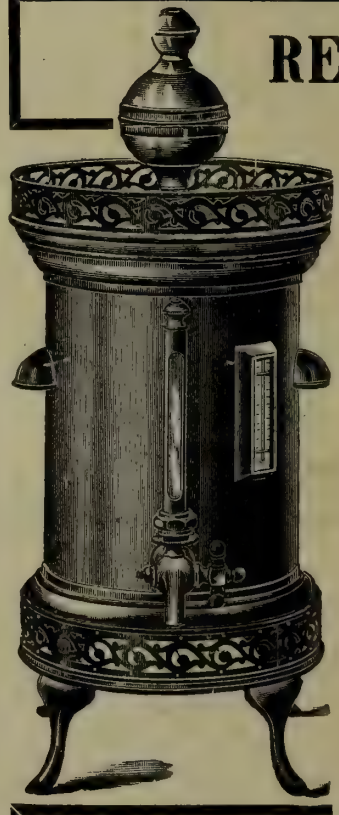
(1) CONCRETE MACHINERY. (2) BUILDING BLOCKS. (3) CEMENT BRICKS. (4) TILE MOLDS. (5) FENCE POSTS. (6) REINFORCING MATERIAL. (7) WATER-PROOFING COMPOUNDS.

It is not alone for our own convenience that we make this suggestion—firms who manufacture or deal in such articles will find it to their own advantage to have this information in the hands of our Information Department, thereby enabling us to hand on to them, from time to time, enquiries for such materials as they severally make.

In sending catalogues, literature or information, please address same to "Sales Department."

The Canada Cement Co., Ltd.

Banque Nationale Building
MONTREAL



RESTAURANT URNS

Considering the quality, beauty and selling price of our up-to-date Urns, and the satisfaction they give, they are the cheapest in the long run. The high-class Hotels and Restaurants keep them in prominent places and are proud of their service.

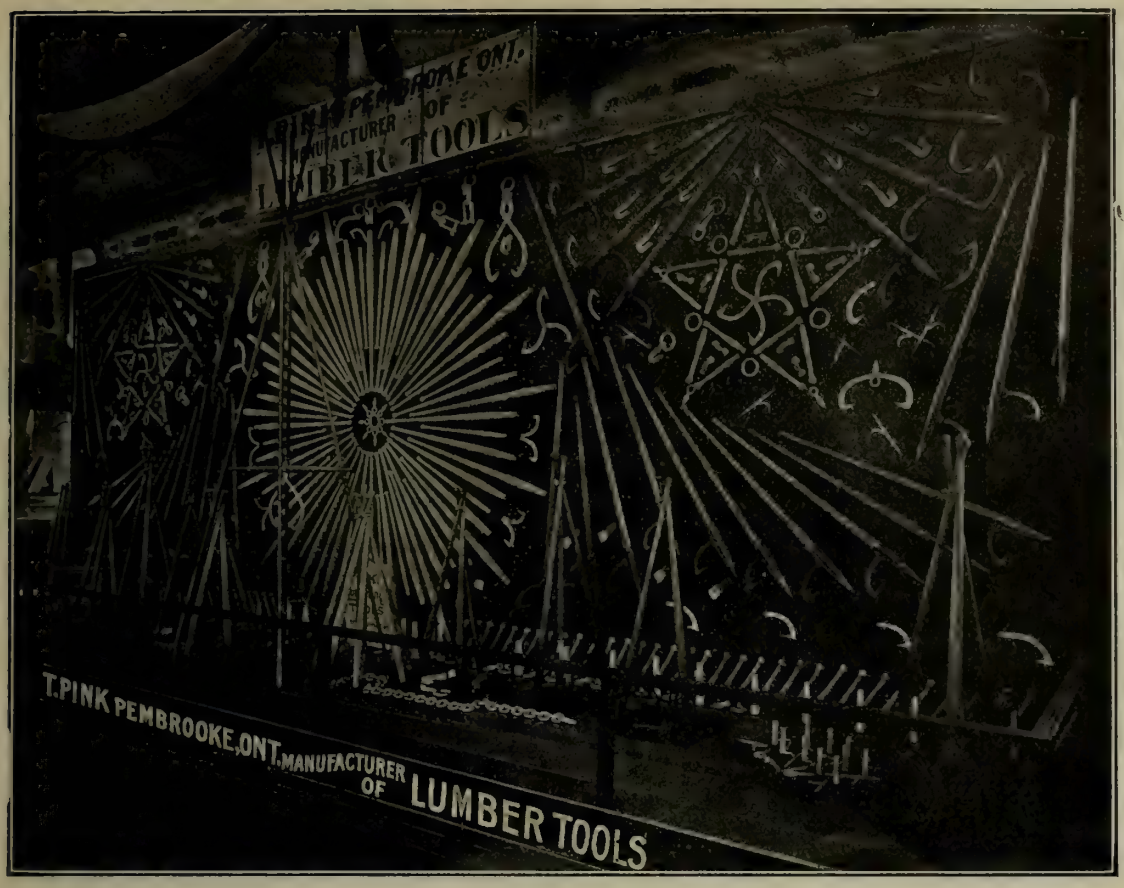
They are guaranteed to bring the **Best Results** in making tea or coffee.

Our **Urns** are inexpensive—you will have a quick seller and a reasonable profit.

Write us at once for proposition.

The BUFFALO MFG. CO., Buffalo, N.Y.

CANADIAN REPRESENTATIVES
H. F. McIntosh & Co., 28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"



TRADE MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.

The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

ATKINS

Profitable Saws



We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

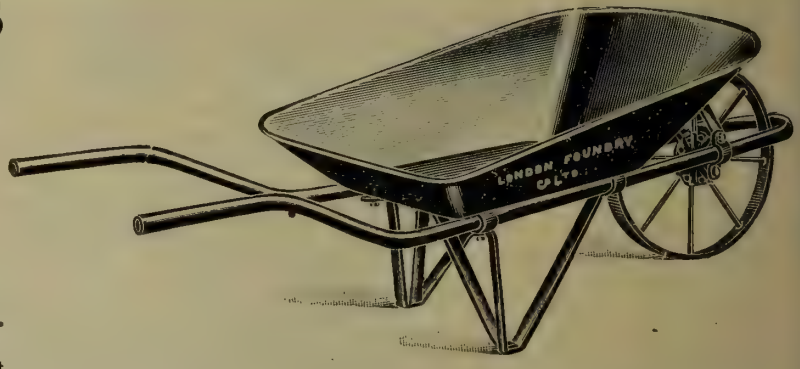
Hamilton, Ont. MAKERS OF STERLING SAWS

U.S. Factory, Indianapolis, Ind.

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Get the Local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co, Brandon, Man.



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked: every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.



Dealers everywhere will find a double profit a handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



ROSS MILITARY RIFLES

ARE EASY TO SELL

With the big matches coming on, many men in your vicinity will be looking for a first-class rifle and a display in your window would help you to capture a part of this trade.

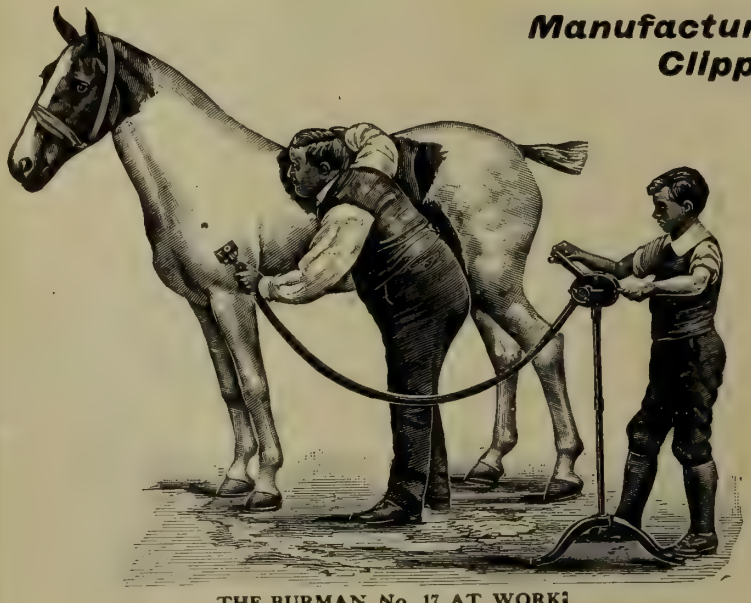
ROSS RIFLES took a large share of prizes at Bisley last year and won many of the first prizes at Ottawa and other meets.

WRITE FOR DISCOUNTS

The ROSS RIFLE CO., QUEBEC, P.Q.

Burman & Sons, Limited, Birmingham, England

Manufacturers of the Best Known Clippers in the World



THE BURMAN No. 17 AT WORK

BOWN'S NEWMARKET Clipper is made solely by US. This clipper has enjoyed the highest reputation throughout the world for over thirty years. It brings repeat orders wherever sold.

THE GRAND CLIPPER (ball bearing) is the only genuine ball bearing clipper produced to-day, fitted with black ebonized handle and nickel plated. A strong seller.

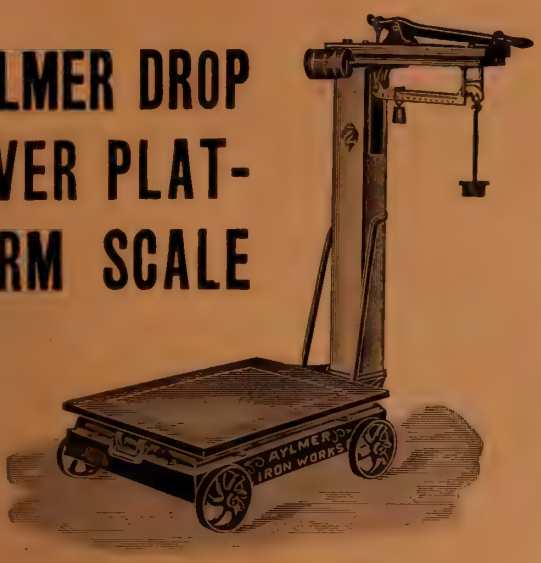
THE HANDICAP is a lower-priced clipper, but its quality is high. It is a centre-adjustment clipper of very simple construction and is in great demand in all the colonies. It is the standard in Canada. Let us send you a catalogue. These are three of our most popular lines.

NO. 17 POWER CLIPPER STANDS ALONE. The phenomenal success of this power clipper is undoubtedly due to the excellence of the patent clipping head; its wonderful cutting qualities; its anti-frictional design and its perfect balance, and at the same time it runs lightly and easily. Weighs only 35 lbs. packed; size, 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., LTD., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS

AYLMER DROP LEVER PLATFORM SCALE



Made in four sizes, 1200 to 2500 lbs. capacity.

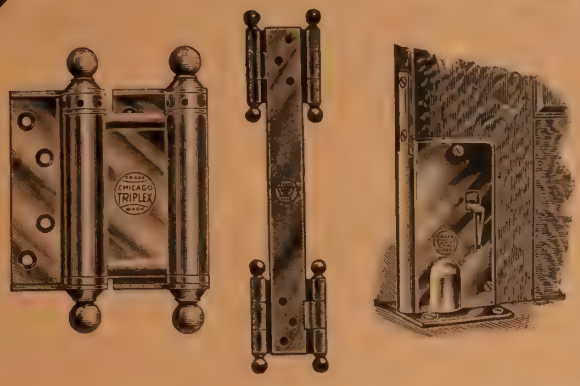
These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26


Salem


Kingston


Morrow


Turenne


Irwin


Avon


Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

NITRATE OF LEAD

LITHOPHONE

ZINC OXIDES

"IN STOCK AT MONTREAL"

B. & S. H. Thompson & Co.

LIMITED

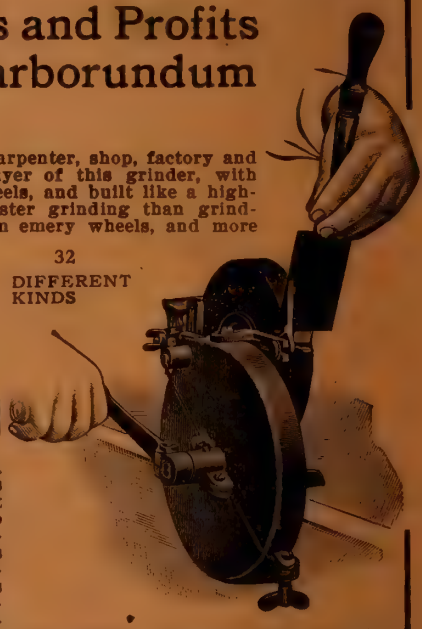
MONTREAL

Quick Sales and Profits with this Carborundum Grinder.

Every farmer, mechanic, carpenter, shop, factory and contractor is a likely buyer of this grinder, with genuine Carborundum wheels, and built like a high-grade lathe. 25 times faster grinding than grindstones, 6 times faster than emery wheels, and more durable than either.

32 DIFFERENT KINDS

LUTHER DIAMOND TOOL GRINDER



No need of water-cooling. The Carborundum wheels peel off hardest steel at lightest touch with no danger of drawing temper. Special attachments allow anyone to do difficult grinding, such as gumming saws, sharpening twist drills, etc., without experience. Hand and foot power—best steel and malleable construction, with bronze, dust-proof bearings in oil bath, machine-cut spur gears.

Largest manufacturers of hand and foot power grinders in the world.

We make 32 different styles of grinders, with attachments for sharpening polishing and grinding every known tool or implement.

Write for illustrated booklet and liberal prices to dealers.

LUTHER GRINDER MFG. CO.

96 Madison Street. Milwaukee, Wis.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 10, 1911 NO. 23

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by Leading Wholesale Hardware Houses

"The Metal Worker's Favorite"
"QUEEN'S HEAD"
Galvanized Iron
CANADA
Do you stock it for him?
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Best Made - Best Known

Mr. Retailer, our waffle iron will prove to be your greatest trade builder.
Your customers will get an iron that will pay for itself many times over.
There is absolutely no waffle iron on the market that can compete with ours for durability.



WAFFLE IRONS.

It has never proved otherwise than satisfactory. You will have difficulty keeping them in stock, as they sell like hot cakes.

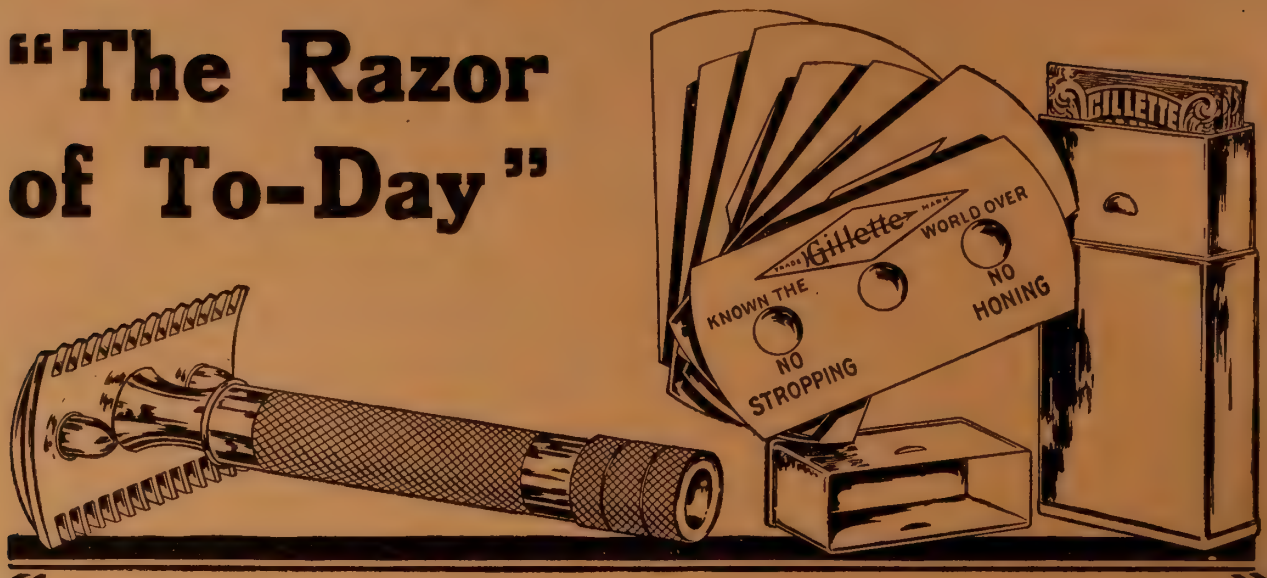
Find out on what we base our claims.
Is it worth while? Then write to-day.

The Taylor-Forbes Co., Limited, Guelph, Ont.

REPRESENTED BY:—H. G. Rogers—53½ Dock Street, St. John, N.B. W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 60-62. Want ads page 67.

"The Razor of To-Day"



The Gillette Safety Razor Is Both Staple and Specialty

With its growing, world-wide demand and its steady volume of sales of both razors and blades, the GILLETTE has become a **staple** in most progressive hardware stores.

In its fresh attractiveness, in the vigor of the advertising and selling campaign behind it, and in the substantial profits which it yields you, the GILLETTE is as much a **specialty** as ever.

The Latest GILLETTE Advertising Feature

is a 3-color lithographed postal card illustrating, with some snappy, up-to-date conversation, the KEY TO SUCCESSFUL SHAVING. Mailed to your customers, it will renew the interest of the regular GILLETTE users, arouse the curiosity of those who have not yet bought, and bring both into your store.

Because it thus combines the advantages of both classes of goods, the time and attention as well as the floor and window space which you give the GILLETTE will bring you most satisfactory returns.

The handsome GILLETTE Sets, properly displayed, brighten up your store and windows and radiate the idea of a high-class stock. They grip the attention of the men who intend to buy a Gillette some time, and convert them into immediate purchasers.

Every GILLETTE sale pays you a sure, substantial profit, because the price is protected and no one can undersell you. Every GILLETTE sold means a pleased purchaser coming back regularly for blades—and whatever else you may be able to sell him.

Every year, with its increasing sales, emphasizes the fact that the GILLETTE is "The Razor of To-day." Are you taking full advantage of this fact? Is your store the GILLETTE headquarters for your town? Have you a GILLETTE Depot Sign working for you? Have you mailed your request yet for the new "Key to Successful Shaving" cards? Or is it your competitor who is leading the way and reaping the profits?

The Gillette Safety Razor Co., of Canada, Limited

Office and Factory—63 St. Alexander Street, MONTREAL

Offices also in New York, Chicago, London, England, and Shanghai, China.

Factories in Montreal, Boston, Leicester, Berlin and Paris.

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

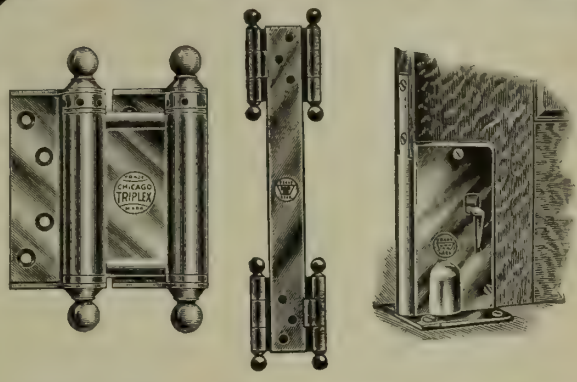
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co.,
BELLEVILLE, LIMITED **ONTARIO**

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE C S B CO MARK NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver

LIGHTNING AND BLIZZARD FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

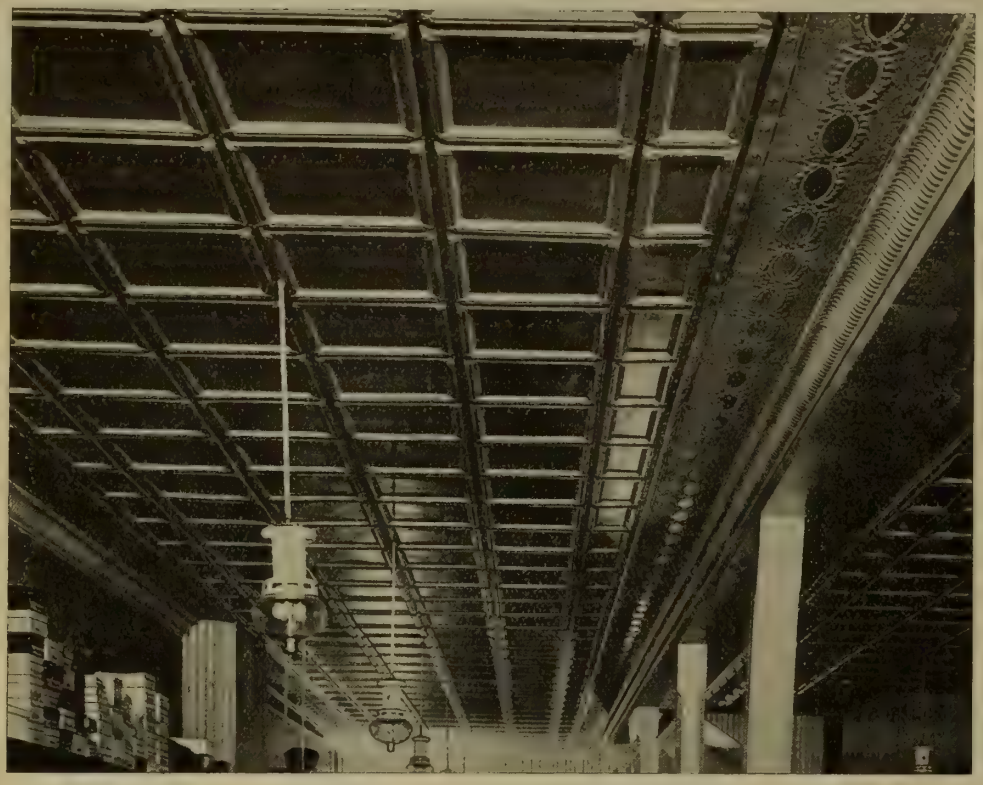
Dealers and House holders have learned that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



Department Store: R. A. Briscoe, Galt.

When you think of Metal Ceiling, think of "Galt."

Design 6120.

Catalogue A-3.

After we had part of this ceiling erected, it looked so good to the proprietor, that he had us remove a competitor's ceiling and erect this in its place.

Our Catalogue A-3 shows many more like it.

Send for A-3, Trade List A-15.

The Galt Art Metal Co., Ltd., Galt, Ont.

THE S.M.P. RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.

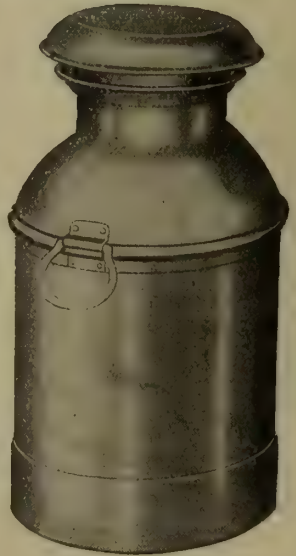


INSIDE HOOP PATTERN

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application

Gallons
4 6 8 10



ROLL-RIM PATTERN

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

It Is "Alarming"

but

"Time is Money"

to Hardware Dealers who Handle Our Line of Clocks.

Dealers who are Not Handling Clocks are letting slip by one of the Best Money Making Lines in the Business.

Our Trade is Enormous and Getting Bigger All the Time





IRONCLAD ALARM,

It Rings to Beat the Band.

Oxidized Heavy Iron Case, White Dial, Black Figures, Brass Rim, Glass Sash.

Height, 5 inches; Dial, 2¾ inches; Rings 45 seconds, but can be shut off.

It's a Big Seller.



STORE AND OFFICE CLOCKS

Carried in Three Patterns; all 8-day Time Clocks; Oak Cases.

Just the Right Line.

BIG BEN ALARM,

Has a Deep Tone Enclosed Alarm

Runs 36 Hours.

Nickel-plated Brass Case, White Dial, Glass Sash. Alarm Rings continuously for 5 minutes, or intermittently for 10 minutes, according to way it's set to ring.

Height, 6 inches.



OCTAGON ALARM,

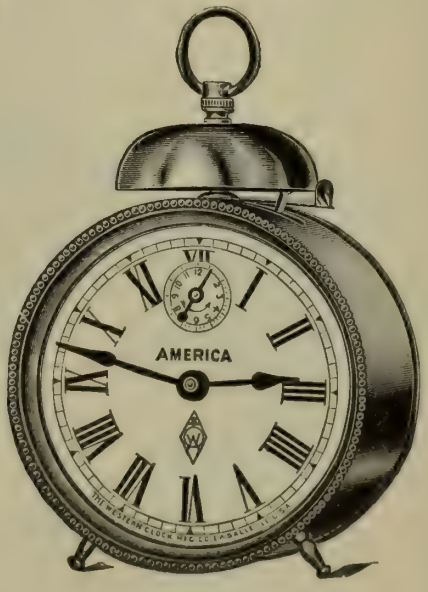
36-hour Time; Automatic Shut-off.

Antique Copper-iron Case; White Figures and Hands; Glass Sash.

Rings 15 seconds; stops 15 seconds, and rings again until shut off.

Height, 5 inches; depth, 3¼ inches.

HANDLE CLOCKS AND MAKE MONEY



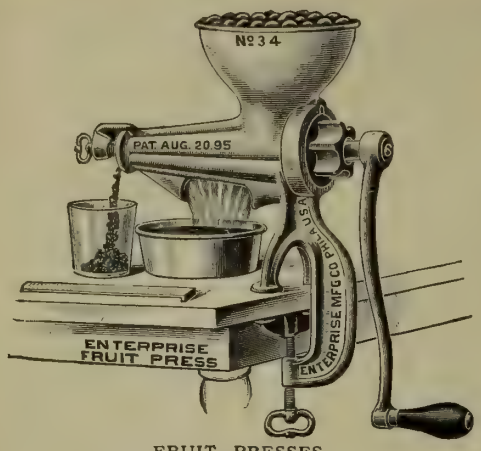
AMERICA ALARM,

6 inches high; runs 32 hours; Nickel-plated Case; Glass Sash. Has a Loud, Clear Ring that can be shut off.

A Popular Price Alarm.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



FRUIT PRESSES

Your Order

FOR FRUIT--WINE--MEAT PRESSES

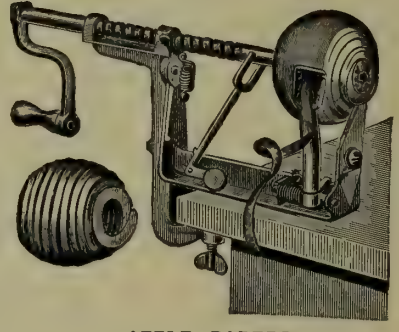
Should Be With Us Now

Place Your Order Early

As this line will soon be in demand.

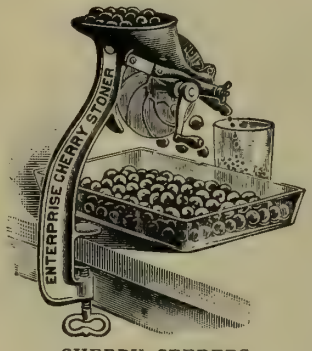


MEAT JUICE EXTRACTOR


APPLE PARERS



RAISIN SEEDERS



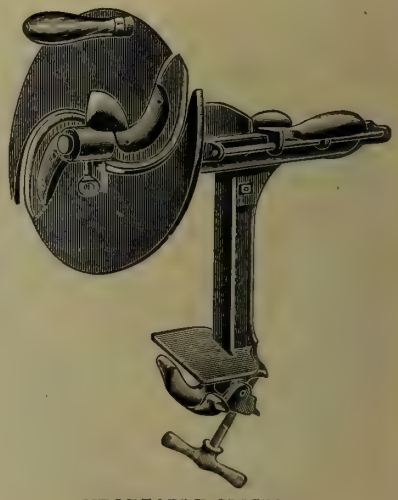
CHERRY SEEDERS

Fruit Presses, Apple Parers and Slicers are ready sellers at this time of the year and yield a good margin of profit.

Send us a sample order if you wish to increase your sales.

Our Prices Are Right.

We carry only the best makes


VEGETABLE SLICER

WE SHIP PROMPTLY. WE SHIP PROMPTLY.

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada

SAVAGE REPEATING RIFLES

THE BEST FOR GREAT PENETRATION WITH EXTREME ACCURACY.

FITTED WITH MOST MODERN SAFETY DEVICES.
INDICATORS SHOW WHETHER WEAPON IS COCKED OR NOT,
AND THE NUMBER OF CARTRIDGES IN MAGAZINE.



MODEL 1899
SOLID FRAME

26 in. round Savage "Hi-pressure" blued steel barrel, adapted for smokeless powder cartridges, Rocky Mountain front and rear sights, shoots accurately up to 1,000 yards, magazine holds 5 cartridges and one in the chamber puts six at the disposal of the user, a strong safety securely locks the trigger, blued finish frame and parts, blued steel butt plate, straight grip walnut stock, length over all 46 in., weight each 7½ lb.

No. 1131—Takes .303 Cal. Savage Cartridges
No. 1137—Takes .30-30 Cal. Cartridges



TAKE DOWN FEATHERWEIGHT

No. 1161—Cal. 303, 20 in. round tapered Savage Hi-pressure blued steel barrel, adapted for smokeless powder cartridges, metal bead front sight, Savage micrometer rear sight, magazine holds 5 cartridges and with one in the chamber puts 6 at the disposal of the sportsman, safety trigger lock, blued finish frame and parts, blued steel butt plate, straight grip walnut stock and fore-end, length over all 41 in., weight each 6 lb.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co.

Montreal and Winnipeg

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WRIE NAILS

...

A trial order solicited.

...

Prompt shipment made.

...

Special gauges made on short notice.

HEAD OFFICE: HAMILTON, CANADA

Wedding Presents



Wide-awake dealers can add largely to their June profits by featuring Fine Cutlery and Cut Glassware in connection with wedding presents. If you haven't our list send for a copy at once. Anything special that may be wanted can be supplied almost immediately, and the quality guarantee with each shipment gives assurance of the best.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

SEASONABLE LINES



Water Coolers

Nicely Japanned in fancy colors and attractively ornamented, nickel-plated faucet. Six sizes—2, 3, 4, 6, 10 and 15 gallons.

Can also be supplied with excellent Carbon Filters in four sizes only, 3, 4, 6 and 10 gallons.

Each Cooler being carefully packed in a case alone, ensures delivery in perfect condition.

Watering Pots



JAPANNED in bright green and fitted with patent cleanable rose. 7 sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

GALVANIZED. Strong and made to last. 3 sizes: 10, 16, 20 quarts.

Write for Prices

THE THOS. DAVIDSON MANUFACTURING CO., Ltd.

MONTREAL AND WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.

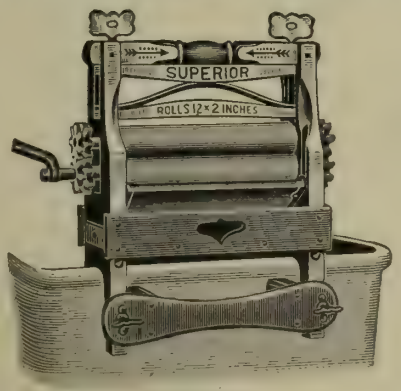
ARROW BRAND **CLOTHES WRINGERS of this style are especially Designed for Modern Houses which are all fitted with Stationary Tubs.**

They have 12x2 in. Rolls and Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick.





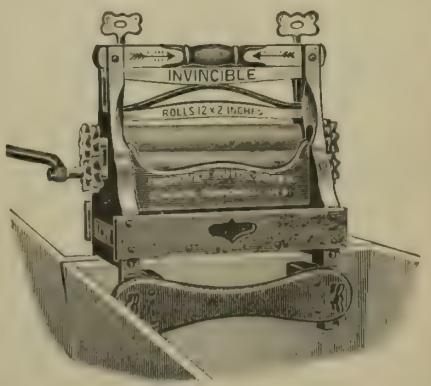
SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs.

Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



Stock them The demand is growing

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

Made only by

Cummer-Dowswell Limited, **Hamilton, Ont.**

National Fire Underwriters Approve

SINCE it is much stronger than Copper or Bronze, and resists fire better, Community Galvanized Sash Chain has been approved by the National Board of Underwriters.

COMMUNITY

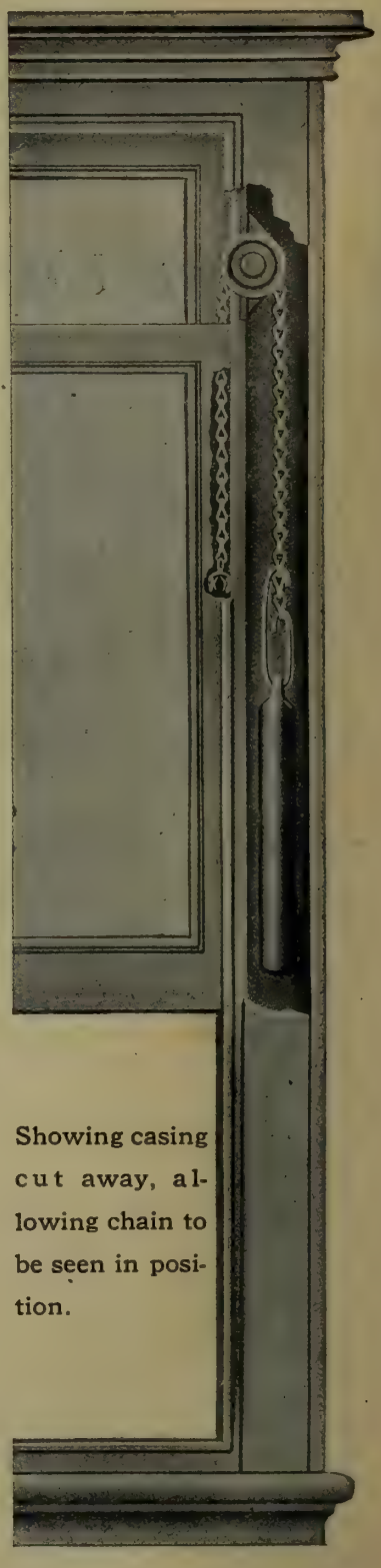
GALVANIZED SASH CHAIN

Hercules Finish

is made of steel hot galvanized and then heavily plated with copper. By this method of manufacture all defects of copper or bronze chain are avoided, and a better and more practical chain is produced at less cost.

GUARANTEED RUST PROOF

WRITE FOR SAMPLES AND PRICES



Showing casing cut away, allowing chain to be seen in position.

ONEIDA COMMUNITY, LIMITED

Niagara Falls, Canada

NOTE---We also manufacture Community Sash Chain in polished steel, galvanized and other finishes.

All Ready, Wrapped and Weighed

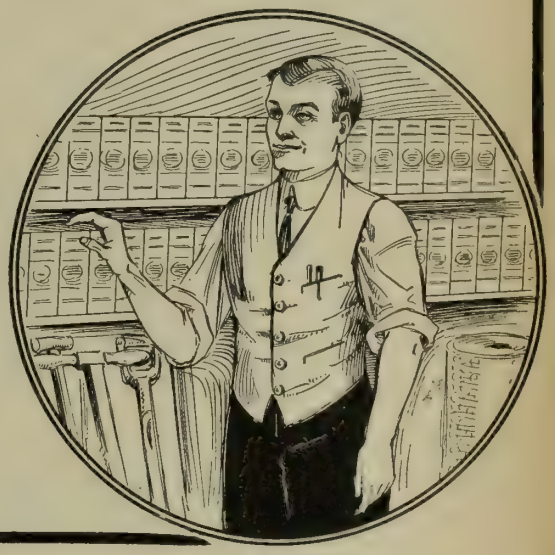
Selling glue is the easiest, cleanest and simplest of transactions when you sell it the modern way. That is, when you sell

BRANTFORD
ALL AROUND GLUE

It's all ready to hand to the customer. No mess or time lost weighing and wrapping. The packages aid your salesmanship, help to build up your glue sales. They are so adaptable to effective counter, shelf and window display.

ASK YOUR JOBBER FOR BRANTFORD ALL AROUND GLUE IN 1-lb., ½-lb. AND ¼-lb. PACKAGES. IF HE CANNOT SUPPLY YOU, WRITE US DIRECT.

Canada Glue Co., Limited
BRANTFORD CANADA





Special Steel--Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality These are the well-known factory brands made by the Nicholson File Company in Canada:

AMERICAN	ARCADE	GREAT WESTERN	GLOBE
EAGLE	McLELEAN	KEARNEY & FOOT	J. B. SMITH

Sell these and you sell the best

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



Preserving Season Specialties



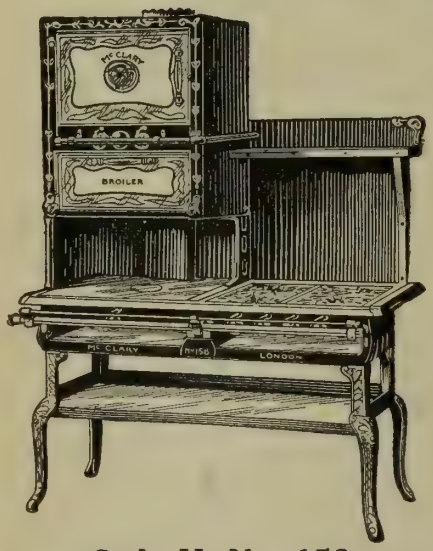
The Preserving Season is at hand, are you prepared for it?

We show herewith illustrations of Lipped Preserving Kettle and Lipped Saucepan.



We can supply the Lipped Kettle in thirteen sizes and the Saucepan in eleven sizes, both in Canada and Imperial Ware.

"McCLARY" GAS RANGE



Style H, No. 158

We herewith show cut of 1911 Series style H, No. 158 Gas Range. The style H McClary Gas Range is considered the acme of perfection. We have incorporated in it every feature of utility and convenience that the housewife could wish for.

This Range is fitted with High Shelf, Right and Left Hand Oven, large 18-inch polished Cast Iron Griddle Plate, etc.

Send for booklet on the 1911 Series McClary Gas Range

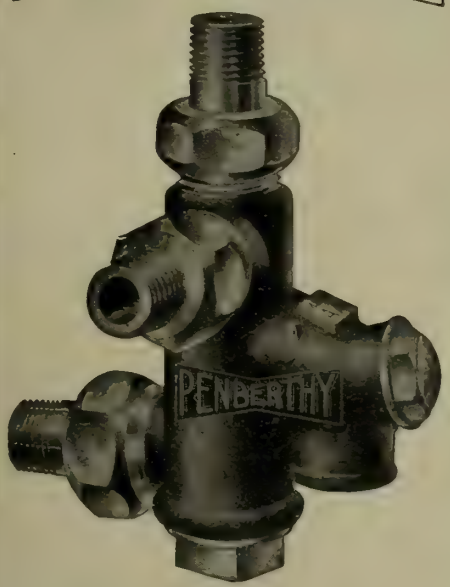
McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

TRADE PENBERTHY MARK



GENUINE AUTOMATIC INJECTORS

It is an acknowledged fact that the **PENBERTHY** stands in a class by itself. From the University Professor of Science down to the engineer of the Power House it is referred to as the "MODEL." It is considered the most efficient and reliable Injector on the market by all the leading jobbers and hardware dealers in Canada.

If you sell the **PENBERTHY** you can get all the Injector business in your vicinity.

Stocked by all Leading Jobbers in Canada.

"THEY ALWAYS WORK."

Just Get the Habit of Specifying our Name When You Send in Your Order for Brass Goods.

"GET THE PENBERTHY HABIT."

K-I-N-G



K-I-N-G LUBRICATORS

YOU CAN SELL LUBRICATORS.

(MADE IN CANADA)

Every engineer has to use them. He will buy either of these; depends on what he wants. If it is for a threshing engine, saw mill, steam pump, etc., where a less expensive Lubricator is wanted, sell him the KING. If ii is for a power plant, where the engines are big and expensive, sell him the PEERLESS, which is a strictly high grade Lubricator and specially designed for stationary engines.

Stocked by all Leading Jobbers in Canada.

MANUFACTURED BY

Peerless

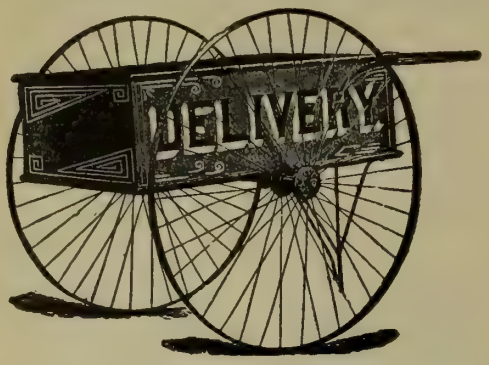


PEERLESS LUBRICATORS

PENBERTHY INJECTOR CO., Limited **Windsor, Ont.**

TORONTO Gendron CANADA

DELIVERY CARTS



Wherever there is a demand for high grade delivery carts, the **Gendron Delivery Carts** can be sold with the utmost assurance of service. They are **extra strong** and **durable** and very attractive. They are specially suited to printers, grocers, etc.

We manufacture **Go-Carts, Carriages, Folders, Bathroom Fittings** and **Hardware Specialties** that are the finest on the market.

Write for Catalogue and Prices.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



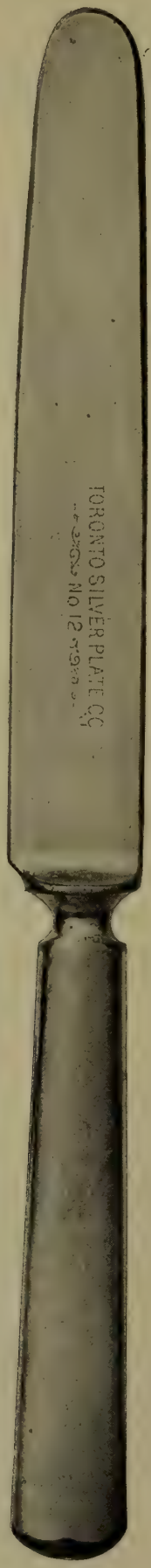
Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

ACCURATELY MADE

Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



26 YEARS

This is an illustration of a Knife which had been in use 26 years, and was so satisfactory that customer brought in a sample to see if we could match it.

If the reader of this advertisement will carefully examine the cut of Knife it will be noticed that where the cut shows white the silver is still intact.

About the edges, the cutting part and the points exposed to the constant rubbing on the table where the cut shows black the silver is slightly worn off. To see how much use the Knife has had, see how it is gradually wearing to a taper from about half way down the blade to the point.

We have a letter from this customer saying whom these Knives were purchased from 26 years ago, expressing very great satisfaction at the way they have worn, and asking what it will cost for some to match.

Fac-simile of this letter we will be very pleased indeed to send any one in the Trade on application.

We are *Not in the Trust,* or are we *Members of any Silverware Association or Combine.*

The Toronto Silver Plate Co., LIMITED

FACTORIES AND SALESROOMS.

West King St., - Toronto

E. G. Gooderham, *President.*



Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Backed-up Roofing

You get co-operation all along the line when you sell Genasco; you are backed up at every step in pushing for bigger sales and better patronage. First, you have genuine quality.

Genasco

the Trinidad-Lake-Asphalt Roofing

has the lasting life that only *natural* asphalt can give. This is backed by our experience of over thirty years in the use of asphalts, and by our world-wide reputation. To this we add a full guarantee to Genasco. We go further and advertise it continually to prospective customers through the leading magazines and agricultural papers of the country. Then we make it possible for your jobber to help make Genasco still easier for you to sell, by supplying attractive advertising helps.

Can you imagine anything that will sell better, give more satisfaction to your customers, lay a surer foundation for continuous business, and bring you steadier profits than Genasco? Order Genasco from your jobber today.

The Kant-leak Kleet adds to the satisfaction of applying Genasco. Weather-proofs the seams without cement. Prevents nail-leaks. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK REG. U.S. PAT. OFF.

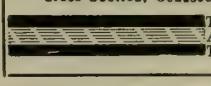
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross Section, Genasco Smooth-surface Roofing.



Caverhill, Learmont & Company, Montreal

D. H. Howden & Co., Limited, 200 York St., London, Ont.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

REMOVING THE APPENDIX



Would you have this operation performed by some doctor who offered to do it cheap or by an experienced successful specialist ? We know the answer.

The same principle applies in many other directions. There has been a wonderful change in the intellectual broadening of operative Engineers and Mechanics. They are no longer satisfied with merely keeping the machinery in good running order. They start in at the coal pile and study the califoric power of fuels in thermal units, the firemen are put through a school of instructions, and they study economies and scientific problems in many other directions,

BUT How many Engineers and Mechanics figure on the loss from frictional resistance in transferring the power from the boiler to the points where it is needed ?

More than half of the power is often absorbed in that way and yet many up-to-date men use or permit to be used the most ordinary grades of babbitts because of the slight initial saving in the cost price.

It is Plain as an Open Book

that the value of a genuinely good and economical bearing metal is summed up in and expressed by a low co-efficient of friction.

A low co-efficient of friction means less frictional resistance, less wear, less heating, less oil, less fuel, less liability of shut downs, less rebabbitting, less consumption of metal, less squashing, less worry, less work. You can secure all of these economies and other advantages by the use of

Magnolia Metal

and we recommend its uses on shafting as well as all other bearings. We represent the specialist who does one thing and does it well.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book and therefore offer it at the very low price of 40c. postpaid. Many Engineers write to us that they find it invaluable. Address Montreal Office.

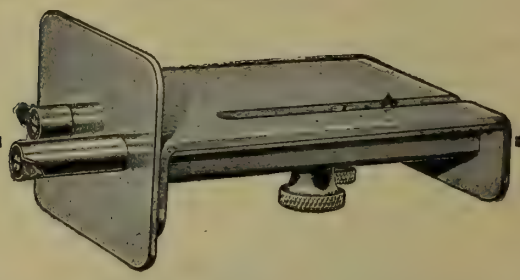
Sold by Leading Dealers Everywhere or by

Magnolia Metal Co.

225 St Ambroise Street - MONTREAL
NEW YORK CHICAGO

TRADE MARK

Goodell-Pratt's



BUTT GAUGE

This All Steel Gauge will find a ready sale wherever doors are hung. The tool is thoroughly well made, the Beams are graduated and the Marking Points carefully hardened. It is handsomely nickel-plated and polished.

Dealers should look carefully into the extra value offered in this tool before purchasing elsewhere.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



Remember This Talk Quality

and have your customer understand that the best flatware to handle is

1847 ROGERS BROS. X S TRIPLE

It is

"Silver Plate That Wears"

for the ample reason that sixty-one years' test has proved this, to dealer and consumer alike, and it

Gives Lasting Satisfaction

There are other makes of "Rogers" goods, but only one

1847
ROGERS BROS.

the genuine and original, with exclusive designs, equal to the very best Sterling Silver in pattern, finish and general excellence—perfection—the result of over sixty-one years' experience, and it is the heaviest triple-plated Table Silverware obtainable.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

1847 ROGERS BROS "SILVER PLATE THAT WEARS"



Make a Window Display

Let your friends and the public know that you carry and stock

1847 ROGERS BROS. MERIDEN B. COMPANY X S TRIPLE WARE

and note how your sales will increase.

We suggest the above as an attractive and inexpensive suggestion.

Our pictures of "The 1847 Girl" have proved attractive wherever displayed and have helped to bring trade.

During the next few months "The 1847 Girl" will appear in full-page color advertisements in the Ladies' Home Journal, Delineator, Designer, New Idea, Housewife, Canadian Century, Toronto Ladies' Home Journal and other leading magazines. She will be seen in black and white in many others.

If you display her portrait in your windows the connection between the ware and your store will be made clear and trade will come your way.

We supply to those who stock and carry our ware Advertising Helps. Our illustrated circular No. 1169 describes our various trade helps. Write for it.

Meriden Britannia Company
Hamilton - Canada

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

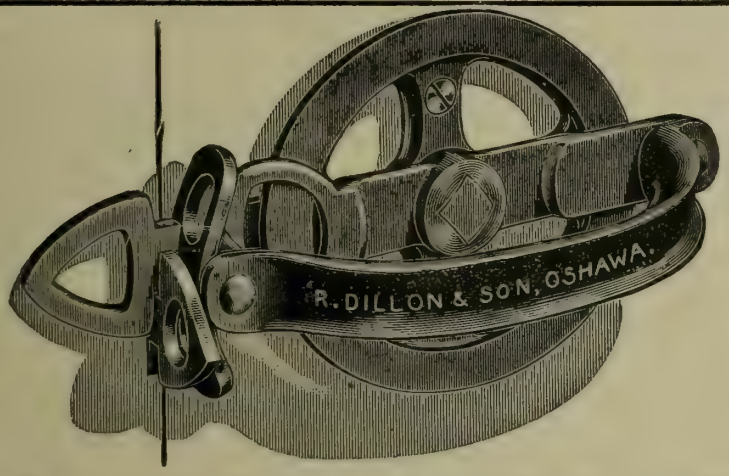
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



DILLON'S "UNIVERSAL" BARN DOOR LATCH

RIGHT or LEFT, SLAM or SLIDE, Adjust from ⅞ to 2½ inches
NO SPRINGS—Latest and best

MANUFACTURED BY

R. DILLON & SON, - - - SOUTH OSHAWA

SEYMOUR SHEARS

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

Three In One

We have just issued under one cover new booklet containing

First
illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials
and
Boilers and Boiler Materials

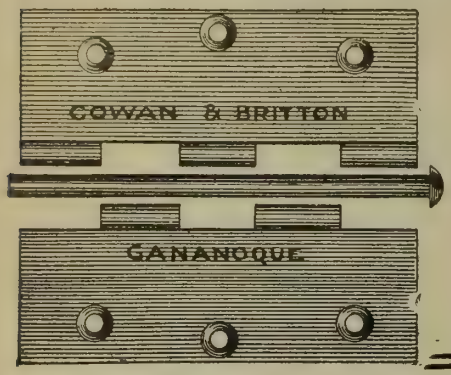
Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

The Hardware for High Grade Purposes



We are headquarters for the best-grade builders' hardware on the market—the hardware that never fails to prove itself to be durable, efficient and a satisfaction giver.

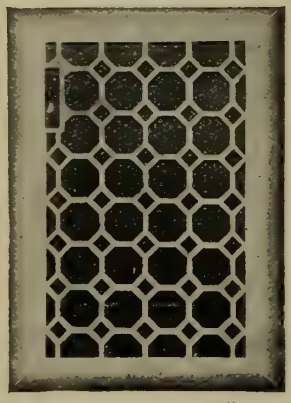
Ask for information covering our great sellers as we want you to handle them and reap their profits.

It needs only a trial to effect a sale.

We handle a full line, including BUTTS, HINGES, HASPS, STAPLES, NAILS, etc., the quality being guaranteed.

WRITE FOR CATALOGUE

COWAN & BRITTON, GANANOQUE, ONTARIO



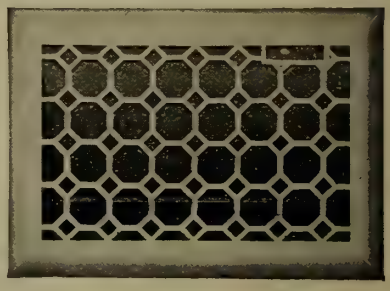
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Mr. Stove Dealer

Do you want to handle the very latest Gas Range on the market? If so, write us for information regarding the **"Supreme."**

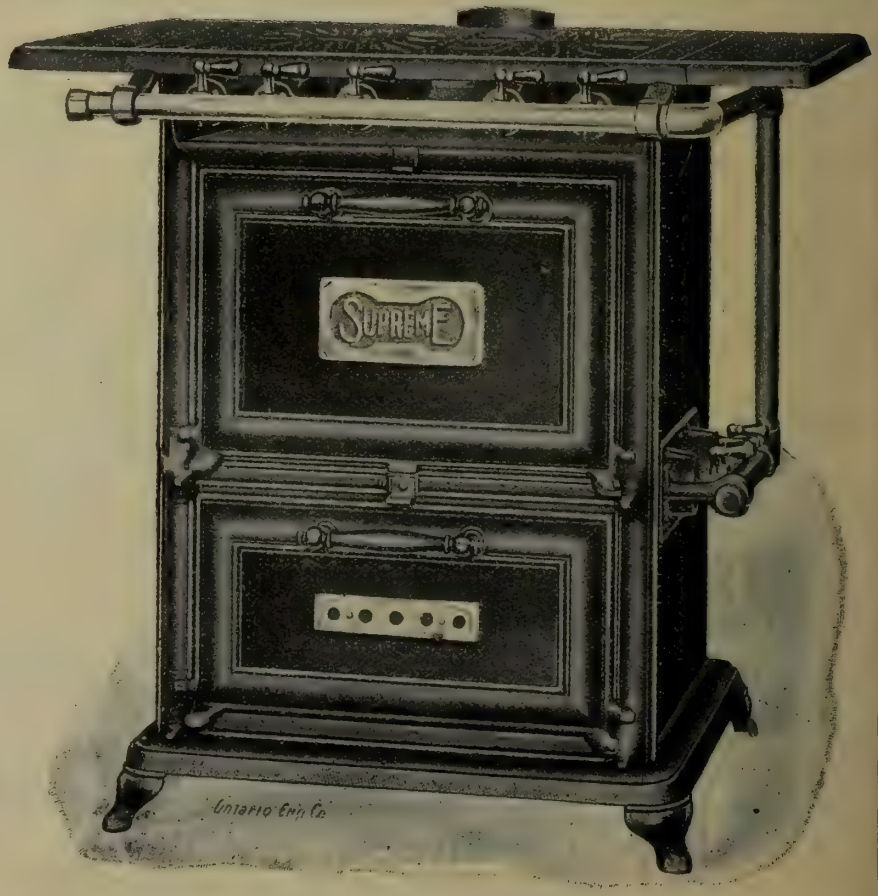
Every feature about it is new, and it is built to give lasting satisfaction.

Women also like to get together on our famous **Supreme** Steel or Cast Iron Range, for coal or wood, on which we absolutely guarantee a saving of **50%** of your fuel.

Write to-day to

The Supreme Heating Company, Limited

WELLAND - - ONTARIO



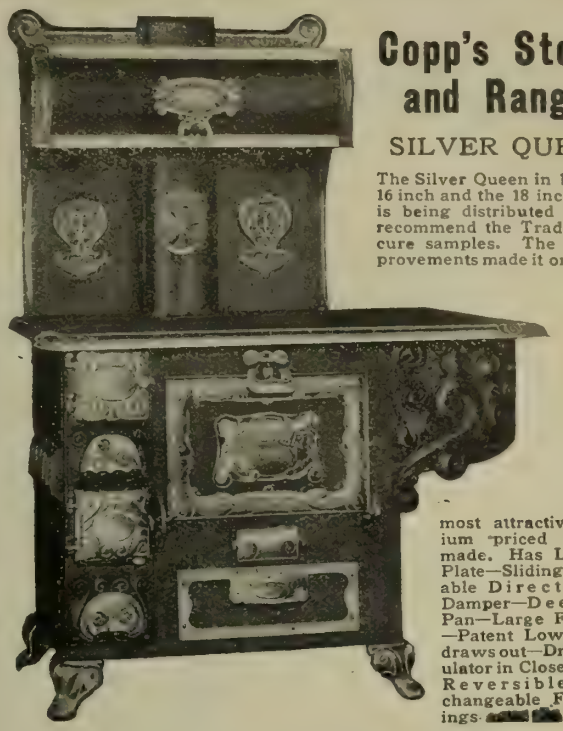
Standard Double Oven Type

Varnish Cans

We have just installed a new and up-to-date equipment for manufacturing Varnish Cans in all sizes from 1/16 gallon to gallon. These cans are of imperial size with panelled sides and raised and bumped top, giving a smooth top which cannot collect dirt and dust. They are easily the best cans on the market.

AMERICAN CAN COMPANY

MONTREAL **HAMILTON**



Copp's Stoves and Ranges

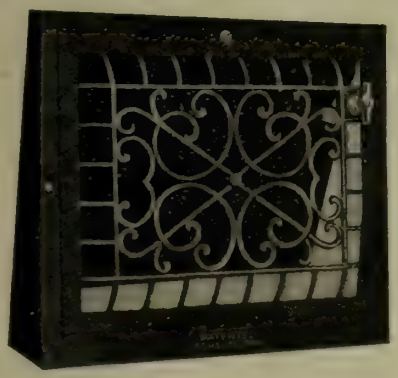
SILVER QUEEN

The Silver Queen in both the 16 inch and the 18 inch ovens is being distributed and we recommend the Trade to secure samples. The 1911 improvements made it one of the most attractive, medium priced Ranges made. Has Lift Key Plate—Sliding Gradable Direct Draft Damper—Deep Ash Pan—Large Fire Box—Patent Low Closet, draws out—Draft Regulator in Closet Pipe—Reversible, Interchangeable Fire Linings [redacted]

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable. Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

"JEWEL" FURNACE New Pattern. Two Sizes, Nos. 21 and 23

A Special Low Furnace

Different in shape and proportion from our other Furnaces, being specially constructed to surmount the difficulty of obtaining a sufficient pitch to the Warm Air Pipes in buildings with **LOW CELLARS.**

When flat top is used the No. 21 Furnace, cased, will not exceed 4 feet in height.

Diameter of Fire Pot—No. 21, 19 in.; No. 23, 22 in. Feed Door Opening, 13 x 13 in.



All our Furnaces are constructed on Correct Scientific Principles, and are mounted and fitted with the greatest care, under the direction of skilled and experienced men.

OUR FURNACES GIVE SATISFACTION AND STAND THE TEST.

This cut shows the construction of the Furnace.
The part of Furnace above Fire Pot is tilted on its side in order to show Combustion Chamber and Radiator.

The Fire Chamber is of ample dimensions and the **Feed Door** measures 13 x 13 inches.
The Radiator is made of heavy steel plate and surrounds the Fire Chamber, except at Feed Door.
The Fire Pot is made of heavy Cast Iron in two sections, upper and lower. This construction prevents the cracking of Fire Pot by unequal expansion and contraction of the iron. The Fire Pot of No. 21 is plain. The Fire Pot of No. 23 is flanged and has therefore a much greater radiating surface. The two sections of Fire Pot are attached by deep **Cup Joint** packed with asbestos cement. All other joints in Furnace are similarly constructed and a **Jewel** Furnace properly set is **ABSOLUTELY GAS TIGHT.**
The Water Pan is inserted through the outer casing near the base of the Fire Pot. When the pan is kept full the evaporation of water ensures ample humidity at all times.
Notice the **Dust Flue** in front of the Fire Pot, Connecting Ash Pit with Fire Chamber. Through this flue all dust is carried off when cleaning out ashes or using poker or shaker.
No. 21 Furnace has a heating capacity of 15,000 feet. **No. 23 Furnace** has a heating capacity of 25,000 feet.
This is the latest addition to a very large line of **WARM AIR FURNACES.** **Manufactured by**

THE BURROW, STEWART & MILNE CO., LIMITED

Established 1864

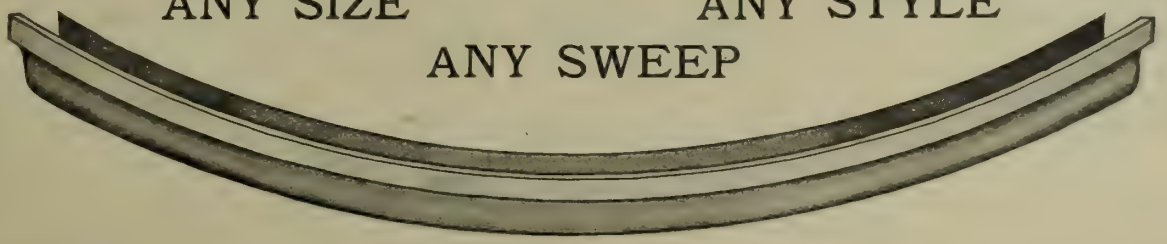
Head Office and Factory at HAMILTON, ONT. Branches at Toronto, Montreal and Winnipeg

Western customers will please address The Burrow, Stewart & Milne Co., 130 James Ave., Winnipeg.



Curved Trough

ANY SIZE ANY STYLE
ANY SWEEP



We SPECIALIZE on it. That's how we turn it out so QUICKLY, so NEATLY and so CHEAPLY.

TRUST US WITH YOUR NEXT ORDER.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

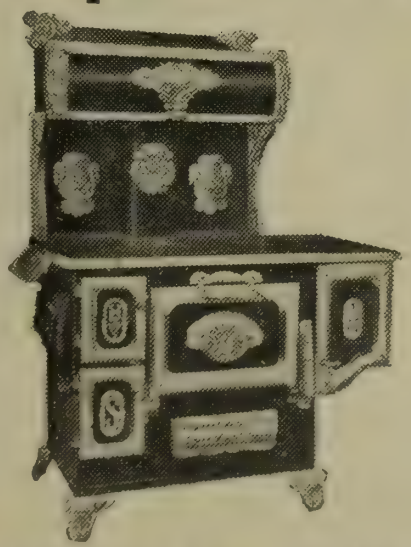
(5)

Convenience in Operation

The Empire Steel Range

The Empire Steel Range has two flues, perfect fire box, large broiler door, interchangeable and quick heating water reservoir. It is handsomely nickeled and built to wear.

This is our Highest Grade Steel Range, made of extra heavy flat polished steel.



Our Ranges are all made of the best material and by skilled workmen.

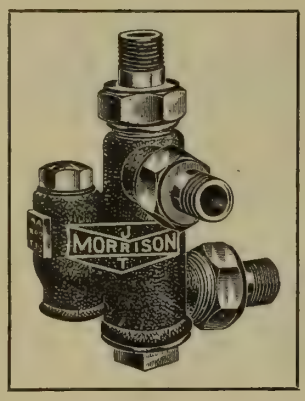
Their quality, convenience and beauty alone bring scores of customers and at the same time we advertise extensively. They are ideal for perfect and rapid heating and baking.

Write for Specifications and Catalogue

The Canadian Heating and Ventilating Company, Limited

OWEN SOUND, ONT.

Agents—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.



Morrison's Improved INJECTORS

HAVE STOOD THE TEST OF SERVICE

They have been used for many years and have proved themselves the most economical Injectors to install and the most reliable in all classes of work.

An Unusual Opportunity

Take advantage of this opportunity to get the HIGHEST GRADE INJECTOR on the market---one that is recognized by engineers as the BEST. It operates at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements. We have established and maintain the highest quality known in J.M.T. Standard Injectors and J.M.T. Improved Injectors. They have strong working points and give perfect satisfaction.

Write for Catalog.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO

The Weak Points Of Other Makes

ARE WHAT SELL

MEAKINS'

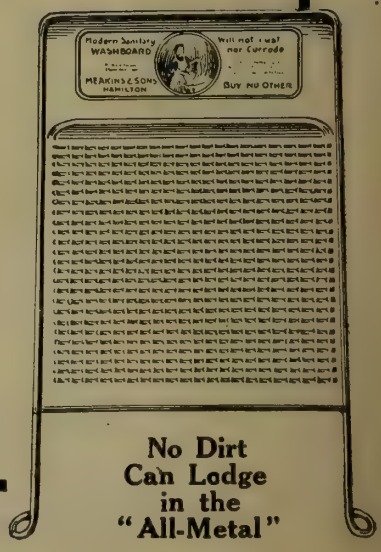
SANITARY WASHBOARDS

The woman who wants a new washboard knows the weak points of the old one and appreciates the one without those defects.

Sanitary Washboards are of **all metal construction** and so have **no wood to warp and no nails to come loose or worn rough edges of zinc to cut hands.** They **cannot retain dirt** because each board is made **in one piece.**

Particulars and prices from

Meakins & Sons, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"

Established 1868

J. HIRSCHHORN

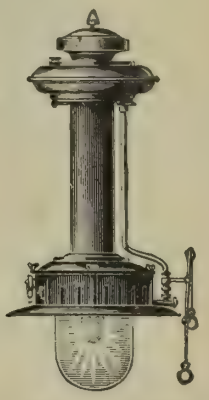
148-149 KOPENICKER ST. BERLIN, GERMANY



THE "CARMEN"

Lighting Experts and Manufacturers of

Electrical and Gas Fittings, Kerosene Burners and Lamps, Incandescent Kerosene Mantle Burners, Kerosene Heating and Cooking Stoves.



THE "J H." LAMP

For 1911 we are Putting on the Market

The "Carmen" Kerosene Incandescent Air-Draught Table Lamps

The "J. H." Intensifying Kerosene Inverted Lanterns (without artificial pressure)

Constructed upon Entirely New and Scientific Principles

Telegrams: "Kerosina, Berlin," Germany

GOOD AGENTS WANTED THROUGHOUT CANADA

Code: A B C, 5th Edition

Griswold Hardware

The Kind That Sells

The quality and finish of our goods have proved to be a strong drawing card to the most particular people.

Beware of Imitations

Being the first and successful manufacturers of Aluminum Cooking Utensils, we have many imitators. They are not dangerous ones, however, as our process is kept secret.

OUR PRODUCTS INCLUDE—

FOOD CHOPPERS in many sizes.
WAFFLE-IRONS
GAS STOVES
and RANGES of various kinds.

Write for catalog and proposition—
they will surprise you.



THE GRISWOLD MFG. CO.,
ERIE, - PA.



Only a Cent's Worth

of gasoline is required to produce sufficient heat to do four hours' ironing. Tell that to your women customers as you point to

The Ideal Self-Heating Sad Iron

Tell them that it does away with going back and forth between stove and ironing board; that its combustion is odorless and perfect, that its heat is increased or decreased at will, and you'll be surprised at the string of customers you'll have after one sale!

Write us or your jobber.

Ideal Sad Iron Mfg. Co., Dept. B.
Cleveland, Ohio, U.S.A.

Metal Ceiling and Sidewall

Designs that are Extremely Attractive



Ceiling Design, No. 752

You will save time and money by adopting our ceiling material.

Send Measurements for Estimate

McFARLANE & DOUGLAS, Ltd.
250-260 Slater St., OTTAWA

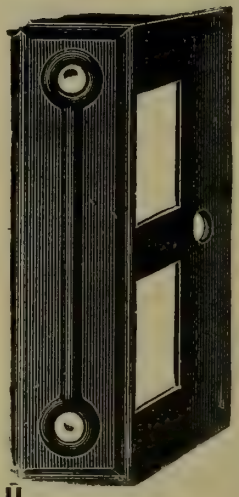
BIGGEST PROFITS

Are Assured by Selling

"MALTHITE" ROOFING

"Malthite" is made from the best grade materials and is guaranteed to be absolutely waterproof. It does not crack and will stand harder usage than any other, when properly laid. There must be value and satisfaction in every sale to increase your trade. We give it. You run no risk—our guarantee protects you. Write at once for prices.

The Dominion Roofing Co. of Canada, Limited
31-33 Front Street East, Toronto, Ont.



NATIONAL STEEL RIM LOCKS

Without exception, NATIONAL STEEL RIM LOCKS are the easiest operated, safest, strongest and most durable on the market. That's why they sell well and satisfy.

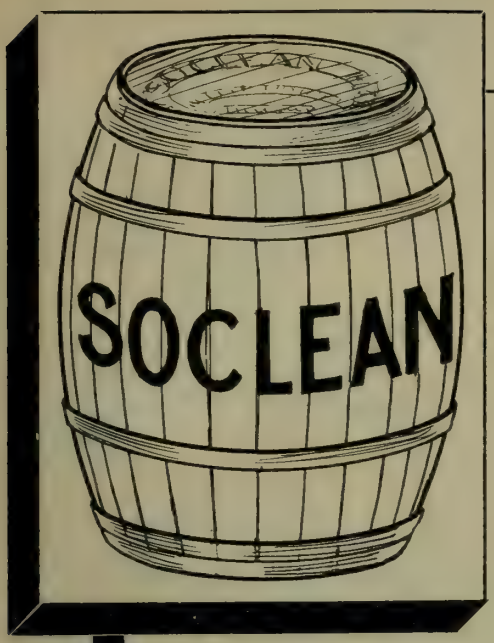


Don't wait for your competitor to get this high-grade article before you.

No matter what line you are handling we can prove ours to be the best.

Write for samples and prices.

NATIONAL HARDWARE COMPANY, Limited
ORILLIA ONTARIO CANADA



EFFECT A CLEAN-UP FOR YOURSELF

Be the agent in your district for

SOCLEAN

A large business is to be done by advertising SOCLEAN. Why not start a cleaning campaign at your store? We furnish you with window cards and counter advertising, suggest helps for your window decoration if you ask us. **Make it a real big campaign,** the goods are worthy of it, and the profit will make it well worth your efforts.

KILLS GERMS
DESTROYS MOTHS
BRIGHTENS RUGS
PREVENTS DUST

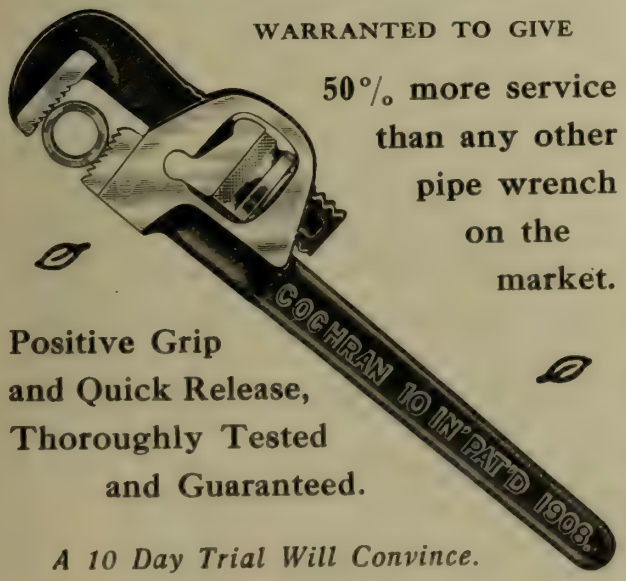
WRITE DEPT. "H"

SOCLEAN LIMITED

444 King St. West TORONTO Phone Adelaide 1584

Cochran Pipe Wrenches

STRONGEST AND MOST DURABLE MADE



WARRANTED TO GIVE

50% more service than any other pipe wrench on the market.

Positive Grip and Quick Release, Thoroughly Tested and Guaranteed.

A 10 Day Trial Will Convince.

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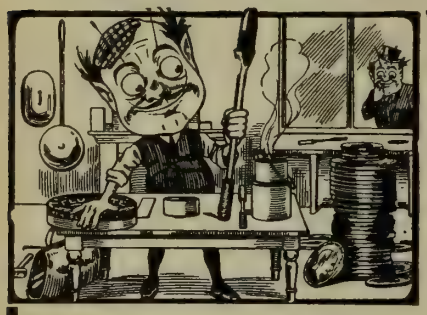
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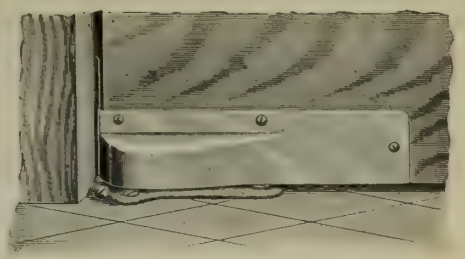
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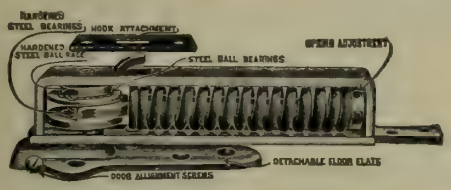
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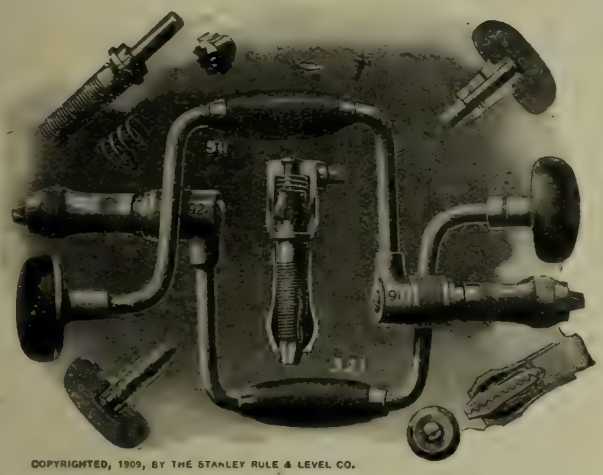
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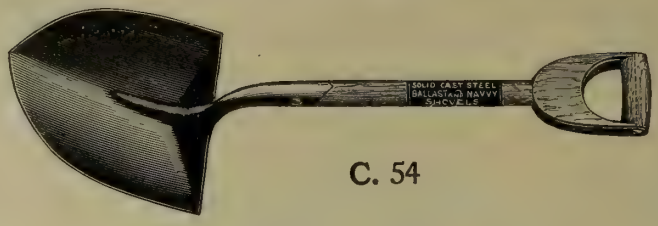
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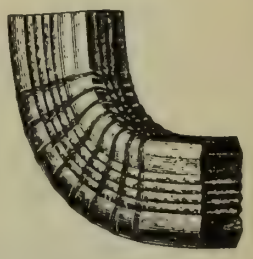




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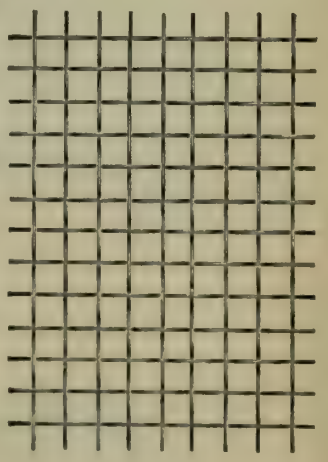


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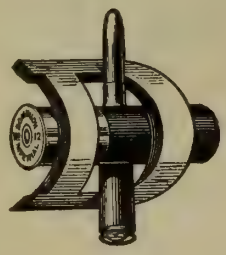
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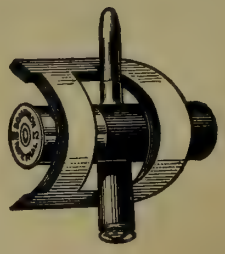
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299 BROADWAY, NEW YORK CITY

Far-reaching Development in Canadian Paint Industry

Sherwin-Williams Co. of Canada Purchases Canadian and British Interests of Parent Concern—Canada Paint Co. Also Acquired—For the Present, Both Firms Will Retain Separate Identity.

Montreal, June 8.—One of the most important transactions in the history of the Canadian paint trade was announced during the past week by which the Sherwin-Williams Company of America, have sold their Canadian and British interests to the Sherwin-Williams Company, of Canada. Walter H. Cottingham, president of the Sherwin-Williams Company of America, and C. C. Ballantyne, managing director of the Sherwin-Williams Company of Canada, are the purchasers and have associated with them other strong financial interests. The extensive plants of the Canada Paint Company, at Montreal, St. Malo, Toronto and Winnipeg, have also been purchased.

An English Connection.

In addition to this transaction the old house of Lewis Berger & Sons, Ltd., of London, England, which has been owned by the Sherwin-Williams Company, of America, since 1905, has been purchased by the Canadian interests. This English firm has been in existence continuously since 1760 and celebrated its 150th anniversary last year. The head works of Lewis Berger & Sons are situated in the heart of the city of London, near the Bank of England, occupying a superficial area of over five acres. This concern occupies a foremost place in the British paint, oil and varnish trade, has a large trade in the British Isles and extensive foreign connections with branches in Australia, India, France, China and Japan.

Retain Their Identities.

The transaction resolves itself into the purchase of the Canadian and British interests of the Sherwin-Williams Company of America and the Canada Paint Company. Robert Munro who for the past twenty years has successfully managed the Canada Paint Company stated to Hardware and Metal that the several concerns would retain their identities. Mr. Munro finds it necessary to relinquish his business activities owing to ill health during the past two or three years, but will continue to act in an advisory capacity and give the management the benefit of his knowledge and experience with the Canada Paint Company.

C. C. Balantyne, who is vice-president and manager of the new Canadian concern is retaining his financial interests in the Sherwin-Williams Company of America. The local firm, Mr. Ballantyne asserts, will receive the benefit of any research work on the part of the United States interests, while each company in Canada and in England which is now separate and distinct, working under its own independent management, will in future conduct its own affairs, and carry on without outside interference all matters pertaining to internal growth and development of trade.

W. H. Evans, selling representative of the Canada Paint Company at the Montreal factory states that there has been absolutely no change in the style or brands of that concern and business is going along with unusual activity, May having been a record month, overtopping any previous month in the company's career.



WALTER H. COTTINGHAM,

President and General Manager Sherwin-Williams Co. of America, and President of New Company.

Walter H. Cottingham's Career.

Walter H. Cottingham is one of the most brilliantly successful of those Canadians who have taken a prominent part in developing the industries of the United States. Born in the village of Omemee, Ont., he received his first business experience in a Peterboro hardware store. He came rapidly to the front, and, at an early age, founded the paint manufacturing firm of Walter H. Cottingham & Co., in Montreal.

When the Sherwin-Williams Co. decided to invade the Canadian field, they acquired the plant of Walter H. Cottingham & Co., placing Mr. Cottingham in charge of their Canadian business. He was thus the founder and first manager of this important firm's Canadian enterprises.

In 1898 he was called to Cleveland as general manager and a few years later was made president of the entire company. The success of the company with which he has been so prominently associated is in a large measure due to the enterprise and organizing ability of Mr. Cottingham who as the president of the newly formed company should conduct it with an equal measure of success.

C. C. Ballantyne, Vice-President.

C. C. Ballantyne, one of the foremost figures in Canadian industrial life, will be vice-president and general manager of

the new concern, comprising the entire Canadian and British interests.

Mr. Ballantyne has been associated with Mr. Cottingham for twenty years. In 1898, when Mr. Cottingham assumed the general managership of the parent concern, Mr. Ballantyne was promoted to fill the vacancy in the Canadian Division. In this capacity he has demonstrated great business ability, and is largely responsible for the important place held by the Sherwin-Williams Co. in the Canadian paint and varnish world.

Mr. Ballantyne has been president of the Canadian Manufacturers' Association and, for some years past, has served on the Montreal Harbor Commission, which is rapidly bringing the port of Montreal into the front rank of the world's sea ports.



C. C. BALLANTYNE,

Vice-President and General Manager of New Firm's Canadian and British Interests.

Robert Munro, a Veteran Paint Manufacturer.

Robert Munro, president and general manager of the Canada Paint Co., will sit at the board of the new company, which will thus have the benefit of his long and varied experience in the paint trade.

Twenty years ago, when the Canada Paint Co. was organized, Mr. Munro, who had already had forty years' experience in paint manufacturing, was chosen general manager of the firm, a position which he has filled with signal success ever since. He recently became president of the company, upon the retirement of S. F. McKinnon in 1898, when Mr. Cottingham was removed to Cleveland.

He has been associated with Mr. Cottingham for over twenty years and as general manager of the Canadian business he has demonstrated his ability, bringing the Canadian company to the fore in the ranks of the paint and oil trade in this country.

Capitalized at $8,000,000.

The details connected with the recent transaction are not all complete. Although known as the Sherwin-Williams Company of Canada, this point does not seem to be definitely settled and from what has been given out each company will still retain its previous name and its former identity. The new concern is capitalized at $8,000,000 divided into $4,000,000 seven per cent. preferred and $4,000,000 of common stock. It is stated that only a portion of the preferred will be offered, a considerable portion of it having been already taken up, leaving about $1,500,000 for public subscription. The management has decided to make application to the London and Montreal Stock Exchanges to list the stock and it is expected that they will receive favorable consideration. The listing in London is due to the fact that interest in the new concern is pronounced from a financial point of view.

Formation of Canada Paint Co.

It is interesting to note that the Canada Paint Co. was formed on March 2, 1892, as the result of the merging of three of the largest Canadian paint companies then in existence—O. G. Peuchen Co., Toronto, Ferguson, Alexander & Co., Montreal, and the William Johnson Co., Montreal.

The merger was effected largely through the efforts of the officers of the O. G. Peuchen Co. Hardware and Metal, in giving a detailed account of the negotiations, states: "A large share of the credit for bringing the big scheme to a successful close is due to ex-Mayor Howland, the vice-president of the company."

The first directors of the Canada Paint Co. were the men who constituted the board of the O. G. Peuchen Co.: President, S. F. McKinnon; vice-president, W. H. Howland; H. M. Pellatt, Samuel Trees, Thos. Walmsley, William Bell, and O. G. Peuchen. Robert Munro, manager of Ferguson, Alexander & Co., was appointed manager of the amalgamated concern while Mr. Peuchen was made assistant manager and placed in charge of the Toronto works. The charter of the company limited the capital to $450,000.

Hardware and Metal outlined the plans of the company as follows: "The company does not contemplate the raising of prices, but it aims at the cutting down of expenses. It is expected that the yearly cost of doing business will be reduced by almost $100,000. In the first place, the work of manufacturing will be concentrated in two factories. The Montreal factory will be that formerly run by the William Johnson Co."

It was stated that Ferguson, Alexander & Co. got stock for their plant, but the William Johnson Co. were bought out.

Later News.

Latest advices from Montreal, as we go to press, are to the effect that the Sherwin-Williams Co. of America, received for their Canadian and British interests, a million and a half in stock as well as a cash consideration, while the other firms concerned, accepted stock only. Each part will still be run under its own name.



ROBT. MUNRO,

For twenty years Managing Director Canada Paint Co., who will serve on Board of New Company.

The new company is capitalized at 7 millions, not 8 as at first announced; the stock is divided into 3 million preferred and 4 million common. Among the new directors are Wm. McMaster, J. W. McConnell and Robt. Munro.

To Erect Corroding Works.

It has been decided to erect a large modern Old Dutch Process white lead corroding works immediately, as the consumption of lead will now warrant this undertaking. Although no announcement has been made, it is probable that the plant will be established at Montreal.

To Invade Canadian Paint Market

Prominent American Firm Expected to Establish Plant in Toronto—Definite Plans Likely to be Announced This Month.

While many United States paint manufacturers have been attracted to the Canadian field by the rapid expansion in the past of this country, several firms of first importance have disregarded Canada as a market for their products. Among these were Lowe Bros., of Dayton, Ohio.

Mr. Kennedy, a prominent executive officer of this company, like many other successful paint men of the United States, is a Canadian by birth, and, for this reason, his friends in the Canadian trade have frequently expressed surprise that his firm did not follow the example of other American paint manufacturers and establish a branch on this side of the line.

It would appear, however, that Lowe Bros. have been watching the development of Canada and awaiting a favorable opportunity of breaking in. That opportunity has now presented itself, and it is expected that, before the end of the present month, negotiations which have been under way for some little time, will be completed, and Lowe Bros. will get off to a good start by securing control of an established paint business in Toronto.

Mr. Lowe, who was recently in Toronto looking over available sites, was much impressed with the possibilities here, and, as a result of his visit, the negotiations which the firm had been carrying on with the object of taking over the paint department of a well-known Toronto firm, have every prospect of being concluded, and it is believed that only the details remain to be settled.

One circumstance which has no doubt hastened action on the part of Lowe Bros., has been the acquiring by the C.P.R. of an extensive block of land south of King St., Toronto, by expropriation. Among the firms whose property was thus expropriated, is the James Robertson Co., who, with others affected, will have to secure new sites for carrying on their business. The opportunity was thus presented of making some changes, and, as announced in Hardware and Metal some few weeks ago, arrangements were made whereby the paint department was separated from the other end of the business. This left the James Robertson Co. in a position to reorganize their paint factory, and it was to them that Lowe Bros. directed their proposition. Under the circumstances which have been described, the proposal was well received, and, although no official announcement has been made, Lowe Bros. have under consideration the purchase of a large block of stock of the James Robertson Co.'s paint department which would give them a controlling interest in the Company.

In the absence of an official announcement, it is not known whether the new amalgamation will operate under the name of the James Robertson Co. or Lowe Bros., nor can it be said with authority what plans will be adopted regarding the management of the company.

Among the paint and varnish trade of Toronto, considerable interest is expressed in Lowe Bros.' entrance into the Canadian field. General satisfaction is expressed at their decision and it is believed, in many quarters, that they will lend valuable assistance in educating the Canadian paint consumers to the use of high-grade mixed paints.

AMALGAMATION OF PAINT MAKERS.

About twenty years ago, the Canada Paint Co. was formed by the amalgamation of three large Canadian paint manufacturers. In view of the fact that this company has just been acquired by the Sherwin-Williams Co., of Canada, the following article which appeared in Hardware and Metal twenty years ago, will be of interest to the trade :

"On Tuesday last, negotiations that had been long on foot for a consolidation of paint manufacturers, were brought to a conclusion, when the Canada Paint Co., formally took over the properties of the houses it bought out. The manufactories thus merged in the new company are the A. G. Peuchen Co., Toronto, Ferguson, Alexander & Co., and the William Johnson Co., both of Montreal. The directors of this big composite concern are the same men, with the addition of Mr. Munro, as constituted the Board of the A. G. Peuchen Co., namely : Mr. S. F. McKinnon, president ; Mr. W. H. Howland, vice-president ; Mr. H. M. Pellatt, Mr. Samuel Trees, Mr. Thos. Walmsley, Mr. William Bell, and Mr. A. G. Peuchen. Mr. Munro is manager, with head office at Montreal, and Mr. Peuchen is assistant manager and will look after the works in this city. Ferguson, Alexander & Co., have got stock for their plant, but the William Johnson Co. goes out. The company's charter limits the capital to $450,000, of which already a considerable proportion has been subscribed. A large share of the credit for bringing the big scheme to a successful close is due to ex-Mayor Howland, the vice-president of the company.

"The new concern starts under promising auspices. It is in capable hands and has a strong financial backbone. There is not a dollar of debt against it, as it has assumed none of the liabilities of constituent concerns. Mr. Munro, the manager, held a like position in the business of Ferguson, Alexander & Co. in which firm he was a partner. Forty years of experience in paint manufacturing makes him a competent man to undertake the direction of the new company's affairs. He is ably seconded by Mr. A. G. Peuchen.

"The company does not contemplate the raising of prices, but it aims at the cutting down of expenses. It is expected that the yearly cost of doing business will be reduced by almost $100,000. This will be the source of dividends. In the first place the work of manufacturing will be concentrated in two factories and the division of labor between these will be with an eye to further economy. The Montreal factory will be that formerly run by the William Johnson Co. Dry colors, Paris green, heavy goods and chemicals will be made at the Toronto factory, which also will be the western shipping depot for all the lines formerly made by the three manufactories incorporated in this. The Montreal factory will make all the other goods, and the grinding will be done in Montreal as well. Many large salaries will be saved through the industrial concentration alone, as one expensive color maker, one expensive varnish maker, etc., will do where three were employed before. The number of travelers will also be diminished. The labels and brands of all the companies absorbed will be retained, as the formulas for the manufacture of all the staples and specialties, as well as the right to use the brands have been transferred from the former proprietors to the Canada Paint Company."

REMEMBER THESE NOW.

Cherry stoners, apple parers and corers, fruit presses, spring scales, fruit jars and rings, strawberry cleaners, etc., will soon be necessary in the household. To get this trade it is best to be prepared for it, and there is nothing like the present for undertaking such preparations.

The fly season is just beginning. There are at least three months to suffer from this pest. The May demand was but a curtain-raiser. Screen doors and screening, together with fly exterminators, are worth attention.

And, by the way, the potato crop is sure to demand Paris green. Stocks of this insecticide are probably complete by this time.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY

GETTING ACQUAINTED WITH NORTHERN ONTARIO.

The Toronto Board of Trade, were recently addressed by J. L. Englehart, chairman of the T. & N.O. Railway Commission, who told them some astonishing facts regarding the greatness of Northern Ontario, and its possibilities for developing the manufacturing cities of Old Ontario. The Board were so impressed with Mr. Englehart's address, that Northern Ontario has begun to occupy a large place in the interests of Toronto business men.

A special commissioner, Fred. W. Field, has been appointed by the Board of Trade, to thoroughly cover New Ontario and report upon its business possibilities, especially as they relate to Toronto.

The first letter from the commissioner has been received, and it breathes of optimism throughout. The fact is emphasized that there are 20,000,000 acres of valuable agricultural land, in Northern Ontario, awaiting labor. The settlement of these rich farming districts will mean an immediate impetus to business, in the older parts of the province.

The development of the northern mining districts has already resulted in an increase in the freight traffic of the T. & N.O., of 540 per cent. since 1905, and, in the passenger traffic, of 674 per cent. in the same period.

The action of the Toronto Board of Trade, means that capitalists and merchants of that city are looking forward to the early settlement of Northern Ontario for the expansion of their own interests. As the hardware trade are an important factor in the development of any new country, readers of this paper will watch closely the progress made in the north, and not a few will prepare to profit from the opening up of New Ontario's rich agricultural acres.

THE PARCEL POST STRUGGLE.

The parcel post agitation in the United States seemingly "will not down." Despite the temporary reverse experienced some months ago, the advocates of the measure are still fighting hard to gain support from the members of Congress. The promoters recently held a mass meeting in Washington, when it was announced that a large number of the Congressional legislators had been won over to support of the measure. On the other hand, the opponents of the measure are not resting on their oars. A constant campaign of dissent is being waged, and it is believed that the telling arguments advanced will again result in the measure being thrown back.

The outcome of the struggle will be watched with keenest interest on this side of the line. While there has been nothing to indicate that the defunct bill of the Postmaster-General would ever be brought back, there can be no doubt that the passing of a parcel post measure in the United States would have some influence here. No opportunity should be neglected, therefore, to point out the weaknesses inherent in the proposal.

SAVE THE FLAXSEED CROP.

This is the slogan of a campaign which has been started throughout the northwest states and has spread into the Canadian Northwest. In many American towns banners are to be seen containing this urgent appeal and the words are displayed outside practically all hardware stores.

The campaign is part of an educational movement started by the paint manufacturers and linseed crushers of the United States, who fear the gradual extermination of the linseed crop. Literature is being sent out to all farmers who have grown flaxseed, dealing with the nature of flax and the growth of the same, together with information relative to the overcoming of the common evils and pests. It is felt that by the dissemination of knowledge along these lines and the awakening of interest in the situation, the present condition can be gradually improved.

Every dealer who handles paint will appreciate the gravity of the situation. The normal crop of the United States is about 30,000,000 bushels of flaxseed. In 1909 the crop raised did not exceed 18,000,000 bushels and in 1910 this was further cut down to the alarmingly low total of about 10,000,000 bushels and the result has been an almost unprecedented increase in the price of oil. The domestic shortage has forced upon the crushers the necessity of importing foreign seed in large quantities.

It is natural, therefore, that alarm should be felt. It devolves upon the dealer to assist in the campaign that has been started for the improvement of methods adopted in the raising of the valuable flaxseed.

THE WOES OF THE FURNACEMAN.

The furnaceman has troubles of his own. He has, in the first place, to solve intricate problems with reference to installation, the proper size of furnace to be used, proper methods of piping, etc. Then he has to contend with the expense-paring propensities of the average householder, who wants to reduce the cost of installing a heating system to the lowest possible figure. Finally, he has to bear repeated complaints, too frequently the result of having given the owner just as cheap a system as he wanted.

Complaints are inevitable, of course, in connection with anything that requires a certain amount of skill in operation. Householders mismanage the furnace and blame the lack of satisfactory results, either on the make or the methods of installation. The dealer, therefore, is compelled to face the music, even in cases where the installation has been well-nigh perfect. Complaints can be reduced to a minimum, however, by the exercise of proper care in determining the requirements of each house before undertaking the installation of a warm air system. The dealer owes it to his customer to go into each problem carefully and to see that all contingencies are provided for. Furthermore, he should refuse to handle contracts where he feels sure that the style of furnace desired by the owner would not give satisfaction. Such contracts are bound to prove the source of continual trouble and worry, for it is doubtful if satisfaction will be given.

DUST-LADEN GOODS REPEL TRADE.

There is altogether too much dust in many hardware stores that are big enough and prosperous enough to present a cleaner and neater appearance. It is, no doubt, a fact that heavy traffic creates dust and keeps it in the air with the result that it is bound to cause the hardware retailer trouble. But this is no excuse for dusty windows and a general dusty appearance about the entire place.

If the stores referred to were at a standstill and were accomplishing nothing in the way of business they might be over-looked as not worthy of attention, but in the instances referred to the number of customers suggests prosperity and should demand neater and cleaner conditions. Dust is an easy thing to remove if the proprietor will insist on his clerks looking after it. There are always one or two days in the week during which business lulls sufficiently to provide time for a couple of clerks to chase the dust. It is not entirely an inviting prospect to see a window display dust laden, or a light coating over the goods in show cases. These are things that should not be and the proprietor who says he has not time to look after this defect must have received a mighty poor training in his clerkship days.

A clean, well-arranged store is an asset in the fact of its orderliness and it requires but little trouble to secure the desired condition. The general appearance of a hardware store suggests the interest the proprietor has in his business and in the same measure may he expect the buying public to be interested in it. A little housecleaning of the regular weekly or semi-weekly nature in many a hardware store would certainly be a step in the right direction.

HANDLING SPECIALTIES.

It is quite true that this is an age of specialists and, it might be added with equal truth, an age of specialties. Man's inventiveness is showing itself in the continual production of some substance or article to meet some one particular need, which he has felt. These new articles which are generally in a class by themselves, being designed with just the one purpose in view, are taken up with avidity as soon as their real usefulness has been demonstrated. Adequate advertising can put some such specialty into every home in the country inside of a few years following its introduction on the market.

It follows that specialties are valuable for the retail dealer to handle. An article, which represents the "specialized" efforts of many years and is as near perfection for the one purpose as man can get it, is bound to prove a splendid seller, particularly if the maker has recognized the necessity for a nation-wide campaign of publicity. In handling goods of this description, the dealer has the trade-getting genius and the extensive advertising of the maker behind him. In the hardware business, the opportunity presented of handling specialties is unexcelled. It pays the hardwareman, therefore, to keep abreast of the market and to see that he himself handles all the most desirable new goods.

COMMERCIAL CARAVAN CARS.

A writer in a contemporary comes forward with the suggestion that commercial travelers be provided with caravan motor cars. His idea is that each traveler should have a car large enough to convey himself, one attendant (who would act as chauffeur and chef) and a full set of samples. Thus fitted out, the traveling salesman would be independent of timetables and hotels and would travel at less expense than at present. He would be able to adapt his time to that of his customers and would possibly cover more ground ; provided, of course, that his machine and his chauffeur were both reliable.

The idea makes up in originality what it may lack in practicality. If put into effect, we would see conditions revert back, in a sense, to the early days of the traveling man, when like Tom Smart, of Pickwickian fame, the traveler was called a "bagman" and drove around the country in his own "shay" or gig.

But the difficulties in the way of putting this bright idea into effect are such that we fear the traveling man will for some time to come be forced to govern himself by the timetables and to get bed and board at the hotels. The era of caravan commercialism is not yet at hand.

POINTED EDITORIALS.

Keep ahead of the seasons. Don't let the seasons get ahead of you.

* * *

As a rule, the dealer who tries selling for cash, has no desire to "come back."

* * *

This is the first of the two cutlery seasons. Do your sale records bear evidence to this ?

* * *

Prepare now to take a vacation during the hot weather. You will come back refreshed for the fall campaign.

* * *

Probably this week's cold spell merely came along to help out the refrigerator manufacturers, who are congested with orders.

* * *

Manufacturers and jobbers of hardware lines having merged almost to the limit, a merger of retail hardwaremen is the next logical development.

* * *

The agitators of the Parcel Post measure in the United States are still active. The perserverance shown by these promoters of a detrimental and ill-starred measure is worthy of a better cause.

* * *

The fact that a Toronto hardware firm are winning success in a wedding present campaign, in spite of the fine jewelry stores in the Queen City, should open the eyes of hardwaremen who have not yet taken up presentation lines.

* * *

Not one hundred miles from the corner of King and Yonge streets, Toronto, is a hardware store with skates still displayed in the window. Is this just a case of Rip Van Winkleism or is this energetic dealer out already after the early winter trade in skates ?

* * *

At the convention of the National Association of Master Plumbers next week, the question of changing the name to "Association of Sanitary and Heating Engineers" will be considered. Hardwaremen will watch with interest the outcome of this movement.

* * *

In many places throughout Ontario the return of the caterpiller pest is reported. This should create a demand for sprayers as these hairy worms do a lot of damage to foliage. It's an ill wind that blows nobody some good. There should be some new business for the hardware man in helping to meet this pest.

* * *

A Palmerston, Ont., hardware firm are advertising, in their local newspaper of May 25th, a sale of washing machines at less than cost, for April 15th. If the machines are really priced at less than cost, no doubt they are hoping that the effect of the advertisement will have worn off by this time.

Typical Canadian Hardware Advertisements

The "Store Slogan" Idea is Developing—Prices are Quoted More Freely Than Previously—Department Store Advertising Closely Followed by Some Dealers —Increased Attention Paid Newspaper Advertising, is a Hopeful Sign.

A hurried survey of newspapers from representative Canadian towns and cities reveals a very noticeable improvement in the advertising methods of hardware dealers. It is evident that the trade are awake to the importance of getting the attention of the public through the columns of local newspapers, and the subject of advertising is in many cases, being studied as it should be.

A feature of the advertisements noticed this week, has been the development of "store slogans" some of which are very catchy. "Horne's Hardware" is the euphonious slogan adopted by that progressive hardwareman Robt. Horne, of Sudbury. "Workingman's Hardware Store," is the pithy way in which John Rhodes, of Dryden, Ont., advertises his establishment. The Traders Co., of Buckingham, Que., have a good slogan in "Try The Traders," which is amplified by the words :

Hardware—all lines—always right
in Quality and Right in Price.

This company use big space in their local paper, but it is so crowded, and printed in such small type, that the slogan appears to be the most effective part of their advertisement.

Adam Forbes, of Rathwell, Man., uses "Old Reliable Hardware" as his slogan, while W. F. Mickus, of Preston, who has recently remodelled his store, using fine green glazed brick on the front, advertises it as "The Green Front Hardware."

Another marked improvement is noticed in the more general use of cuts, and quoting of prices in hardware ads. These are all signs of progress and the time is probably not far distant when hardwaremen will be able to successfully fight the mail order houses at their own game—effective advertising.

On the opposite page are some specimen hardware advertisements, selected at random, for review. No. 1 is a good talk on lawn mowers. The space is of satisfactory size and shape for the "copy," and the cut in the upper left-hand corner invites the attention of all who may be thinking of buying a mower. The quoting of a price on the mower described will focus this attention, and is very likely to result in a personal investigation of the mower. If this price is a little beyond the means of the reader, he will be interested in knowing that Campbell's Hardware Store has some lower priced mowers also in stock. This store's slogan, "Good Goods—Low Prices," is a good one to work on.

Ad. No. 2, approaches very closely to the department store style of advertising. The idea of panelling the ad. and devoting each panel to some special item, has proven successful in so many cases that it may be safe to predict good results from W. W. McCubbin's ad. The head-line "Fencing Time," calls attention to the lines advertised, but it may have been rather more effective if put in some such way as this : "Buy Wire Fencing Now," thus making use of the hypothetical imperative which was discussed in the May 27 issue of Hardware and Metal. A feature of this advertisement is the "special offer" occupying the entire width of the space, across the bottom. This is worded in such a way as to clearly bring out the excellent value of the offering, and to explain why the price has been cut on this lot of fencing.

Ad. No. 3 has not been very carefully prepared. The head-line "Screen Doors and Windows" would lead one to suppose that these goods would be quite fully described, but, as a matter of fact, the "copy" is a mere list of some of the seasonable lines in this store. Mr. Cummings has made the mistake of trying to advertise too many lines in a small space. His ad. would have been made more effective by devoting it entirely to a description of the assortment he carries, of screen doors and windows, using as a head-line : "Keep Out The Flies !"

In Ad. No. 4 Simpkins Bros. have adopted a good idea in the stock border with the firm's name in white on black, at the bottom. This electro, however, has evidently been used for some time, and is worn out. It should be replaced. This idea gives the double advantage of repetition, by means of the stock border, and regularly changed copy. The advertisement of screen doors and windows gives a good idea of the line carried by Simpkins Bros., and the fact that prices are quoted, is an additional advantage.

No. 5 is introduced by a headline which is bound to make an impression on the housewife who is accustomed to cooking in summer over a wood fire. A cut of the oil stove Mr. Mills is selling backs up the forcible head line, and the principal talking points of the stove are pithily expressed, at the close. These would answer most of the arguments which would be likely to occur to a prospective customer. If the price of this stove were quoted, it would make the ad. more effective.

No. 6 is a good example of copy and cuts being nicely fitted to the space used, thereby giving a well balanced advertisement. The cuts represent Japa-lac being used to renovate four common household articles—an old chair, fenders in front of a grate, a domestic boiler, and a hanging plate holder. The offer to present a sample can to lady visitors, should attract a good attendance of the fair sex to the store.

No. 7 contains several good features. A cut of the wringer advertised gives pulling power to the ad.; prices being quoted gives it the nature of a real business proposition ; the fact that the wringer is guaranteed for three years is a telling argument, and the offer of 10 p.c. off for spot cash should prove very attractive, and result in a good run of cash sales.

No. 8 is just a mild invitation to visit the store of J. A. Rice & Son, to secure prices on wire fencing. To invire a buyer to drop in and get a price on his requirements, is to encourage him to go around and secure tenders wherever he can. This ad. would be more convincing if it took for granted the fact that prospects would buy when they got Rice & Son's price, and investigated their quality. Newspaper advertising, to bring results, should compel rather than coax or cajole. Make your copy as strong as the true facts of the case will warrant ; don't be at all shy in the way you use the space for which you pay your good money. Go after results !

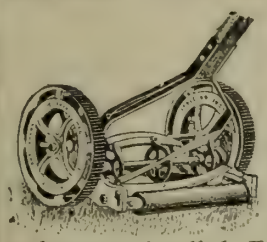
TRADE PAPER ADS. FULL OF IDEAS.

"I only recently began to read trade-paper advertising," said a dealer not long ago. "I kept the ads. more as a directory of the trade. But nowadays there's getting to be such live business-like stuff in some trade-paper advertising that I feel I'm missing something if I don't look them over."

This dealer went on to say how he once got an idea from a live trade paper ad. that induced him to alter his basic theme of doing business. "Some advertisers are hiring people to write their trade-paper ads. who have such good ideas that I would feel delighted to take them out to lunch and ask their advice about various matters. And my trade paper is more valuable to me, because many of its ads. are so full of real ideas."—Printers' Ink.

Campbell's Hardware !

Good Goods — Low Prices



We are again Selling

The Perfection

LAWN MOWER

This Mower has given us less trouble than any make we have ever handled. Each mower is tested and properly adjusted before leaving the factory and comes to us ready to work. They are an easy running machine and are fully guaranteed. Don't delay but come and let us show you one to-day. The price is very low considering the make of machine. A 14-inch cut, 4 blades, high wheel, complete with tools, oil and oil can, for — — — **$4.50 each** and other sizes in proportion. We have a cheaper mower than this, suitable for small lawns.

Screen Doors and Windows in different sizes in stock.

F. A. CAMPBELL

Hardware, Tin and Graniteware,

Market Corner, — — Mitchell, Ont.

1

Screen Doors and Windows

Doors from 90 cts. to $2.00. Screen wire Poultry netting, all kinds Building Paper, Paroid Roofing, Lap Rug Dusters, Hammocks, and a fulll line of Fishing Tackle, agents for Premier Cream Seperator.

P. Cummings

3



Jap-a-Lac



A HIGH GRADE VARNISH AND STAIN COMBINED

Get a can of Jap-a-Lac to-day from our Paint Department and see for yourself how wonderfully it will rejuvenate an old chair, or in fact any piece of furniture that is badly marred.

It comes in 18 colors and has a hundred uses.

A Sample Tin Given to Every Lady Who Calls



THE GREEN FRONT HARDWARE

W. F. MICKUS



6

Screen Doors and

Adjustable Screen Windows

A nice Screen Door in any size, in quarter oak finish, complete with spring hinges, screws, handle, and hook and eye, for $1.35.

We have others more ornamental, some with low panel effect, at $2.00 and $2.75 each, complete with trimmings.

ADJUSTABLE SCREEN WINDOWS. All sizes from 25c. upwards.

SCREEN WIRE CLOTH, at 15, 20, 25 and 30c. per yard.

SIMPKINS BROS.

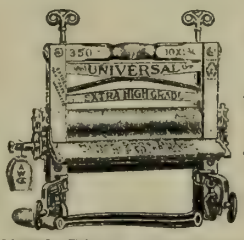
IMPORTERS OF

HARDWARE & CROCKERY

SCARTH ST.

4

American Horse Shoe Brand Wringers



"The Universal"

With Extra High Grade Rubber Rolls

Warranted 3 Years for Family Use.

With Plain Bearings, - - - - $4.75

With Steel Ball Bearings, - - $5.25

Less 10 per cent. off for spot cash.

Get it and you get a good Wringer. Other grades from $3.25 up.

CROCKETT BROS.

WESTVILLE, N. S.

7

June 1st

FENCING TIME.

CYCLONE WIRE

makes an ideal fence for your front yard or any other place where a strong neat fence is desired. Is 36 inch high, with fancy arch top. We cut off any quantity you wish at

per foot 20c.

GATES to match, complete with hinges and latch

each $3.75.

FARM GATES

are necessary. Buy the Page Double Braced white painted gate. Stocked in 8, 10, 12 and 14 feet widths. Complete with hinges and latches

$6.25, 7.25, 7.25, 8.25, and 8.75 each.

BARB WIRE

We have a carload of Bright new 4 point wire in Stock put up in coiled bundles. Easy to handle no waste work on how not hard on the

per bundle $3.10.

WOVEN WIRE

We are agents for the celebrated Page and American Fences, and can show you samples of most of the lines, from the 4 bar, 36 inch fence at

30c per rod

to the 10 Bar 57 inch at

$1.05 per rod.

See the samples or ask us for catalogue giving full description and prices of fencing for different purposes

WIRE STRETCHERS

For repairing or putting up new fence. Tension guaranteed, 500 pounds, each ***$1.25.***

WIRE PLIERS

All the leading makes and handy appliances

50c to $1.25.

STAPLES

For Oak or Cedar posts from 1½ to 2 in length, per lb ***5c***

Poultry Netting Staples, per lb ***10c***

SPECIAL:

1 only piece of LAWN FENCING, 36 inches high, 36 ft in length. Lasted 1 year. Suitable for a 50 foot lot, where 14 foot gate is to be. Regular price $10.00, to clear for the present ... ***$5.00***

W. W. McCUBBIN

2

Don't Stew Yourself

Over a wood fire in Summer when you can keep COOL by using a

"Bon Ami" Oil Stove



No smell of burning oil

Flame is as hot as gas
Anybody can run it
Easy to re-wick
Lead lined oil tank
Perfectly safe
Uses least oil
Strongly made
All brass burners

C. E. MILLS - Brinston, Ont.

5

WIRE FENCING

Before purchasing your fence call and see us,

We can make it interesting for you as we are agents for the

Peerless

which name implies durability and superiority.

Call and get prices and advertising matter.

J. A. Rice & Son

Hardware, Paints, Oils and Glass

8

Recent Advertisements of Canadian Hardwaremen.

Boating Supplies a Good Line to Handle

Dealers Situated on Waterways Have Good Opportunity — Demand is Steady Throughout Summer Months—Clerk in Charge Should Have Knowledge of Boating Technicalities.

When a hardware dealer builds up his sporting goods department, only one condition is necessary to induce him to add an extensive line of boat supplies, a sub-department that seems to lead naturally from the sporting goods part of the store. This essential condition is the demand for boats and boat fittings. There must be a body of water near the town or city and in addition among the citizens there must be a love for aquatics. In other words there must be the water and in addition, the townspeople should take advantage of it. Regarding the latter point it is safe to say that wherever the opportunity presents itself the people are not slow to show their fondness of the pleasure of being on the river or lake as the case may be.

Two Essential Conditions.

The clerk in charge of the sporting goods department puts in a stock of canoes and paddles and finding that they create interest with resulting sales, he is attracted toward this end of the sporting goods business. He finds the customers asking for motor boat supplies, for sail boat goods and realizing that his stock of goods is not complete without these necessaries, he "lays to" and fills out the list. Or he may decide not to touch them and while retaining paddles and canoes he misses the opportunity to build up a reputation of having a complete stock. Citizens who want articles in this class know where they can secure them and they also know the place where supplies are kept in a haphazard condition with only certain lines carried in full.

Considering the boat supplies part of this department, therefore, the first two points to be provided for are the natural demand from the locality and, with that assured a complete assortment of the goods required, is a great factor to the establishing a store's reputation in this regard.

Several Sub-divisions.

In considering the boat supply department, it should be remembered that there are several sub.divisions. There are supplies for sailing boats, and other supplies for motor boats each sub-division of the department being quite a figure in itself. Then there are canoe and skiff supplies, and the dealer who decides that this part of his business is going to be complete has to remember or to know by experience the articles he has to have in stock. While some of the articles are the same for sailing and motor boats there are others which are principally concerned with but one of these lines.

Instances in Montreal.

It is but natural to expect among Montreal hardware dealers quite a number who carry these lines. The Durand Hardware Co., St. James St., the Jas. Walker Hardware Co., Ltd., and I. L. Lafleaur are among those who carry rather complete stocks in this department. The Durand store is perhaps better known to the owners of sailing boats, and it was stated to a representative of Hardware and Metal that practically everything required in this line is carried. One of the windows was recently devoted to a display of boat goods, but apart from this the Durand store enjoys a reputation among sailboat owners of having all the necessary supplies. Friday of last week was one of their busy days. Boat owners are already on the water or are preparing for the first dip of the year with the result that the demand just now is steady and heavy. Although all the smaller articles used are going out well, one of the features has been a special rope for sail boats, which has proved a favorite with owners. It is very pliable and soft and possesses all the qualities that commend it to the man who is depending upon the wind to carry him along in that which has been well called the sport of kings.

A Separate Section of Store.

In the stores visited it was found that these boat supplies are kept in one section of the store. The smaller goods are kept in drawers on the shelves. The heavier articles such as anchors, steering wheels, rudders, etc., have a certain space allotted to them. Thus a customer has every opportunity of looking over the goods and there is the possibility of some lines which he had not thought of, appealing to him. There does not seem to be any stirring effort to go after this trade, the leading houses apparently being satisfied with the reputation they already enjoy among that fortunate section of the public who can boast of a speedy motor boat or a sailing yacht. This is practically admitted, window displays being one of the principal methods by which the public is reminded of this department.

One of the strong points in favor of carrying these lines is the fact that purchasers are generally men fairly well possessed of this world's goods. They like to have their craft well equipped and as a rule they not only buy the necessities, but also what may be termed the luxuries.

Stocks Move Well.

In several of the stores it was claimed that boat supplies present no danger of stocks becoming old and out of date. With but few exceptions the articles are the same from year to year, and the exceptions are new ideas that are at times put forward in motor boat notions. As a rule, however, the various lines are good sellers. They meet with a flourishing demand and should there be a carry over, it can be brought forward again in the following year.

Knowledge of Goods.

A thorough knowledge of the various supplies is a strong point in the salesman's favor. He should know the goods asked for, their use and to create the best impression should be able to talk boats and fittings as well as the average boat owner who enters the store. Only in this way can the salesman suggest any new goods that may be received or can discuss even the ordinary supplies.

The following partial list gives an idea of the supplies that should be carried—chocks, cleats, hand rail stauchions, brass railings, flag pole sockets, row locks, bow plates, inlet and outlet connections, tiller pulleys, awning blocks, boat hooks and snap hooks, wire rope and thimbles, anchors, ensigns. rudders, steering wheels, anchor shackles, rope, pumps, fenders, headlights, searchlights, propeller blades, and so on. The possibilities of suggesting articles in this department are as numerous as in any other, and perhaps more so.

On the whole the question of boat supplies should commend itself to the average hardware man in those cities and towns approximate to a body of water. To secure the best results, it must be given adequate attention. The goods are always in demand throughout the summer and excepting specialties they lose none of their value from year to year.

Watch for Opportunity to Feature Special Lines

Policy of Aikenhead Store Outlined—How Record Sale of Water Filters Was Accomplished—At Present Time Aikenheads are Waging a Successful Wedding Present Campaign—Window Displays an Effective Lever.

Watch for opportunities to feature certain goods at seasonable times and splendid results will be obtained. This is the policy followed out in the retail store of Aikenhead Hardware, Ltd., Toronto. Advantage is taken of current events and changes of weather and season to bring to the front any goods which can be made particularly salable at that juncture.

For instance, during the past few months the question of the water supply in Toronto has been very prominently to the front. For weeks after the first of the year, the supply was so bad that Toronto people ceased drinking water except in distilled or boiled form. Not only was the water bad but it was very scarce. Now, there is nothing more effective than a water scare to get the populace of a large city stirred up and all Toronto literally seethed with disaffection.

The opportunity to do a profitable business in water filters was seen by the Aikenhead company and a vigorous campaign was begun. One of the most effective levers employed in creating a demand was a window display, consisting of a tap with two faucets, one running filtered, the other unfiltered water, into glass bowls at opposite sides. The bowl of unfiltered water showed murky and unclean and highly suggestive of the presence in the liquid of the deadly colli communi. The other showed clear as crystal and apparently quite pure. This display was left in the window some weeks and attracted much attention. A tremendous business was done in Toronto. Filters were sold for use in stores, hospitals, schools and also very largely in private homes. Particular efforts were directed to selling to doctors and a large number of filters were disposed of to members of the medical profession. Manager W. J. A. Lytle estimates that $20,000 worth of filters were sold. That figure, of course, covers sales in other parts as well as in Toronto.

Wedding Present Trade.

The present season offers a splendid opportunity for trade in the lines which custom has prescribed for wedding presents. Aikenhead's were alive to the situation and early planned out a campaign to catch a share of the trade. The newspaper advertising space was devoted largely to the topic of wedding gifts and a window display was arranged last week. The display was largely made up of cutlery, some very handsome sets being shown. There was sufficient variety, however, to please all tastes and suit all purses. As the cutlery stock is shown at the front of the store, all the year around, no change was necessitated in that respect.

Splendid Results.

Results were immediately obtained. Although the display was placed in the window as late as Thursday, by Monday morning a large amount of cutlery had been sold. Not only had sales been made from stock but a number of customers had called in and asked for sets, which they had seen in the window. It had been found necessary to replace probably half of the goods in the window as a result of this class of demand.

This is one of the strongest proofs that has yet come to the writer's attention of the selling power of an effective window display. An attractive article, shown in a store window, is as good as sold. In the present instance, price tags had been used and this had doubtless helped materially in selling the goods displayed.

"We have found the wedding present trade highly profitable," said Mr. Lytle, in discussing the situation, "and we certainly intend to pay attention to that line during the rest of the month. The window display idea will be kept up and newspaper space will also be used."

Systematic Display.

A definite system is followed out in Aikenhead's, in the matter of window displays. Two members of the staff look after the work and, as there are four windows and each window is changed on an average once a week, they have plenty to do. F. O. Harrison dresses all the builders' hardware and cutlery windows and James Howe looks after the tools. Manager Lytle pays considerable attention to this department also and helps the window dressers quite frequently with suggestions.

The scope thus presented for the stimulation of business by window display is wide. With four windows, it is possible to keep well in touch with existing trade conditions and to follow the vagaries of popular demand. A study of the windows in Aikenhead's at any time of the year will give an accurate impression of the goods selling at that season. When it is decided to feature any particular line, in consequence of some current event which makes that article readily salable, the windows are invariably employed as the best means of inaugurating the campaign.

A Noteworthy Display.

At the present time, Aikenheads are showing a collection of tools which is quite out of the ordinary. The display centers around a giant blacksmith's drill which stands 6 feet high and is the largest of the kind even made. Around it are shown a number of lathes and lathe tools and also drills run by motor. The drills are not in operation but they are shown ready for action.

A collection of this nature would prove of singular interest to any man interested in mechanical pursuits; and most men are, for that matter. It would be a valuable feature for any dealer located in a factory city or town.

In outlining the policy that he pursues, Mr. Lytle states that he is ever on the lookout for a chance to feature some particular line. The turn of the seasons is always anticipated and seasonable articles are rushed to the front. The value of such a policy is felt both directly and indirectly. The featuring of one line results in a good turnover and it also gets people interested and brings them into the store, thus stimulating demand in other lines.

Follow the Example.

Every hardware dealer could follow out this policy with profit. All too frequently dealers are caught by the turn of the season without a stock of seasonable goods on hand. It is the exception rather than the rule for retailers to watch passing events and act upon the opportunities therein presented of active sales. Nevertheless there are some progressive men who are always on the alert and who, in consequence, are rapidly building up splendid trade connections.

TO BUILD WAREHOUSE.

The Canadian Fairbanks Co. will erect a $250,000 warehouse in Vancouver next year. Henry J. Fuller, president, Montreal, was in Vancouver to select a site. Several favorable locations are under consideration.

Hardware Letter Box

Display Wire Baskets.

W. A. Matthews, Cannington—"Kindly inform me where small display wire baskets are made."

Canada Wire Goods Co., Hamilton; Page Wire Fence Co., Walkerville, Ont. —Editor.

Selling Cartridges to Minors.

Fawcett Hardware Co., Tweed.—"Kindly inform us if there is any penalty for selling cartridges to minors. If so, what is the penalty?"

We are informed by the Toronto Police Department that there is no law against selling cartridges to minors, but prominent sporting goods houses here say that they make it a rule not to make such sales, except to pretty good-sized young men.—Editor.

Benson's Oil Cans.

Cochrane Hardware, Sudbury—"Can you inform us who is the manufacturer of Benson's oil cans?"

We have been unable to obtain this information. Can any subscriber assist us?—Editor.

Well Drills.

Kent, Garvin & Co., Hamilton—"Can you advise us where we will be able to procure 6 or 8-feet well drills, to be used in drilling for oil?"

Allis-Chalmers-Bullock, Montreal; Burrell Rock Drill Co., Belleville; Canadian Rand Co., Montreal; Redington Rock Drill Co., St. Catharines, Ont.—Editor.

Safety Razors.

Inquiry was made in this column two weeks ago, for the name of the firm manufacturing Enders Safety Razors We have just been informed by Pow & Wilcox, Tillsonburg, Ont., that these razors are made by Simmons Hardware Co., of St. Louis.

HARDWARE STORE BURNED.

Regina, Sask.—An explosion of oil in the hardware store of C. T. Laird & Co., Eleventh Avenue, resulted in a fire, which completely gutted the establishment, doing damage to the extent of $12,000 to the store and stock. A couple of the employes were carrying a small barrel of oil from the cellar to the main floor when suddenly, from some unknown cause, the barrel exploded. One of the men was hurled down the cellar steps from the force of the explosion. The interior of the store became almost immediately a mass of flames, and the staff hurriedly left. They had no sooner reached the door when there was another explosion, the force of which blew out the plate glass front, breaking windows in neighboring stores as well. Geo. Realey, the driver, was just driving out of a lane to the east of the building, and was struck in the face by large pieces of flying glass.

When the fire department arrived, it was quite apparent that the hardware store was doomed, and attention was paid to saving the surrounding buildings. For a time it looked as though the whole block would go, but the firemen worked like Trojans and finally got the blaze under control.

The stock was fully covered by insurance in the American Central, Commercial Union and the Union.

Mr. Laird is at a loss to understand how the explosion could have occurred, unless it was due to the paint oils. The gasolene is not kept in the store, and none of the employes are allowed to smoke.

He has not yet decided what to do with reference to the future of the business. It is expected that there will be considerable salvage in the stock.

AN ATTRACTIVE HANGER.

The Dominion Cartridge Co., Ltd., have issued a new and very attractive hanger, entitled, "His First Duck.'



which they will be pleased to mail free of charge to any sportsman sending his full name and address, together with the make of shells or cartridges and the powder used.

DATES OF LOCAL HOLIDAYS.

As a result of the letter from "Traveler" appearing in last week's Hardware and Metal, we are enabled to publish a list of civic holidays and half holidays in some prominent Ontario towns. This information has been supplied by our subscribers in the various towns, and will be extended, as further information comes to hand. This week, our list is:—

Ailsa Craig.—Half holidays Thursday afternoons from June 15th to September 14th inclusive. Date of Civic Holiday not yet decided. Fall fair Sept. 21st and 22nd

Almonte.—Fall fair, Sept. 5, 6 and 7.

Brantford—Civic Holiday Aug. 6th. South Brant Fair October 4th and 5th. Half holidays not yet arranged.

Carleton Place.—No regular half-holiday. Date for Civic Holiday not yet named. No fall fair, district covered by Almonte Fair.

Cobourg.—No half-holidays in hardware and plumbing trades. Dates for Civic Holiday and fall fair not yet named. Civic Holiday is usually during week of Horse Show, Aug. 15 to 18th, which is a bad week for travelers in Cobourg.

Lanark.—Fall fair, Sept. 8th.

Lindsay.—Civic Holiday, Aug. 14th; fall fair, Sept. 21-23. No general half-holiday, but dry goods stores close at 5 p.m., except Saturdays, during summer months.

Owen Sound—No half-holidays. Civic Holiday Aug. 7th. Fall Fair, Sept. 12 to 14.

Perth.—Civic Holiday and fall fair dates not yet announced. No half-holidays. Close three nights in week at 6 o'clock, and farmers come in to do business other three nights. For two months in winter, close every night at 6 o'clock.

Picton.—Weekly half-holidays Thursday afternoons during July and August. Civic Holiday probably August 10th, but not yet named. Fall fair, Sept. 26th and 27th.

Prescott. — No half-holidays. Civic holiday, Aug. 7th. Grenville fair, Sept. 26th to 28th.

Tillsonburg—Stores close every Wednesday afternoon during July and August. Civic Holiday Aug. 3rd. Fall Fair Sept. 13-15.

St. Catharines—Stores close 1 p.m. Wednesdays during June, July and August. Civic holiday, Aug. 7th.

A selling-out sale is being conducted at Lamont's hardware store, Whitehood, Sask.

O. H. Hellekson, Fred Nordquist and H. J. Hellekson, hardware and furniture dealers, Halbrite, Sask., are dissolving partnership by mutual consent.

Our Page for Hardware Clerks

DO CLERKS PREFER DEPARTMENTIZED STORE?

A great deal of discussion has taken place in hardware trade papers of late regarding the tendency among hardware dealers to departmentize their stores. By this is meant the organizing of the stores into separate departments, such as builders' hardware, sporting goods, silverware, household supplies, etc., and then placing each department under the management of some particular clerk.

The criticism of this plan is, in almost every case, distinctly favorable, the majority of experts commending the departmentized store idea. It is argued that in this way a certain amount of responsibility is transferred to worthy clerks, who will feel a special interest in advancing the department with which they are connected. If every department in the store were to feel the impetus of increased interest on the part of the clerks the result would be a general improvement throughout the store. Furthermore, by concentrating the attention and abilities of the clerk on one department, a corps of specialties would soon be developed, and this is the age of specialists.

On the other hand, there are not a few who oppose the idea of departmentizing a hardware store, and back up their opinions with plausible arguments. Their principal objection is that customers do not like the departmentized store.

"My mind was made up on this subject," said a prominent hardwareman in the Georgian Bay district, "when I went into a general store down the street one day to make a few purchases.

"In buying what I wanted, I was sent to three different clerks, in charge of three separate departments, although all my requirements were in much the same line. I didn't enjoy introducing myself and explaining my needs to three different people, and I really felt ill at ease all the time I was in the store.

"Now, if the first clerk who waited on me had been able to fill my complete order, I would have wasted less time and felt more comfortable."

"Just at that time, I was thinking of departmentizing my store, but I thought that if my customers felt the same in my store as I did in this other departmentized store, they wouldn't be likely to come in to make any varied purchases unless they really had to."

Another point which has been raised against the departmentized store is that while it tends to develop specialists it discourages the development of the all-round hardwareman, and perhaps the majority of hardware stores, taking the country as a whole, are not of sufficient size to appreciate the specialist.

What do hardware clerks think of the departmentized store idea? Hardware and Metal is anxious to know the frank opinions of the men who are on the firing line, and are in a position to understand the feelings of customers on this question. Will the clerks who read this article write the editor, and give him their views of the departmentized store?

THE USE OF THE TELEPHONE.

The sales manager of a Toronto wholesale hardware house tells the following incident. On the way to the office the other morning in his automobile, he found that the tires skidded badly on the streets, which were wet from a recent rain. He decided to try non-skidding tires and, by a coincidence, the first thing that greeted his eyes on his arrival at the office was a circular lying on his desk from a tire company. He immediately called up the Toronto office of the company. The man at the other end of the line had apparently risen that morning in a bad humor. His voice had a snappy ring to it.

"Do you carry non-skidding tires?"

"Yes."

"What do they cost?"

"Oh, about twenty per cent. more than the other kind."

"Well, what would that make them?" rather impatiently.

"I haven't a list just handy," was the reply. "Look here, you might drop around." And he rang off.

He might drop around. But he didn't. The sales manager, exasperated to a degree by the indifference of the other man, promptly placed his order with another firm.

This incident demonstrates how much harm can be done if proper attention is not given to 'phone inquiries. The enterprise shown by the tire company in sending out that circular was sadly counteracted in this instance by the indifference of the member of the office staff who answered the telephone. It would have taken but a minute to hunt up the required information; in any case, it was a serious mistake to ring off without any attempt to ascertain who the inquirer was.

There is a moral in this for the hardware clerk. It probably devolves on every clerk to answer the store telephone frequently. Do you make or unmake customers by your manner of attending to telephone enquiries? The display of courtesy and willingness to serve will make the enquirer at the other end of the line a customer. A grumpy tone and an unwillingness to look up information will prove the most effectual method of sending a possible customer to the opposition store. If a price is desired, look it up, even if some trouble is involved. Always ascertain the name of the person on the line, for such information is valuable. Last, but not least, do not adopt a tone of voice that implies annoyance or undue hurry. The customer will surely resent brusque or snappy replies.

APPOINTED MANAGER.

D. F. Porter, who has, for the past year occupied the position of head clerk in the hardware store of A. T. Fife & Co., Kenora, Ont., has just won a deserved promotion. He has been appointed manager of the Keewatin Hardware Co., at Keewatin, Ont., and has left for that place to take up his new position.

FORMING ASSOCIATION.

The clerks in Regina have called a meeting for the purpose of organizing an association. They have circulated a petition which has been signed by over three hundred clerks asking that during the months of June, July and August, the retail merchants of the city grant their employes a half holiday. It is the purpose of the clerks to form an athletic association and to devote the half holiday to sports if they are successful in obtaining it.

ARE THESE FAMILIAR?

"You remember the lawn mower I bought from you five years ago?"

"How long will this dozen of razor blades last?"

"Give me enough shingle nails to patch the back shed with."

"How long will this flashlight remain in working order?"

"Do you really think this refrigerator is worth $15?"

"My wife wants one of those washing machines that runs itself."

News and Methods of Canadian Hardwaremen

Demonstrations Greatly in Vogue — Mechanical Window Attracts Attention in Kingston—Dealers Suffer Loss Through Fire.

DISPLAYING WHITE LEAD PROCESS.

West Toronto, Ont.—In May Bros.' store this week, the Old Dutch method of corroding white lead is shown in an interesting window display. The whole process is represented in miniature.

Building operations are brisker than ever this year, and in consequence the local hardwaremen report an exceptionally good demand for builders' hardware and contractors' supplies.

PRESENTING SAMPLE CANS OF PAINT.

Beaverton, Ont.—Great interest has been aroused by the advertisement of Glassford's Hardware Store in the June 1 issue of the Beaverton Express: "The first one hundred housewives who visit this store next Monday morning, will receive a sample can of Jap-a-lac free." This was a direct appeal to those who wish to get something for nothing—and their name is legion.

BOLD BID FOR ATTENTION.

Goderich, Ont.—The Howell Hardware Co. have been running an advertisement in the local papers, the most prominent feature of which is an illustration of a skate. At first glance, it would appear that the firm had been guilty of the grave mistake of forgetting to change their copy for six months or so, but the presence of this highly unseasonable article in the ad. is intended solely to draw attention to the advertisement. Under the illustration appears the following notice: "We are not advertising Skates, but hot weather goods; things that are needed in every household these hot days. We have bought lines that we can recommend, and you will find the price right."

The articles mentioned in the body of the ad. are coal oil and gasolene stoves, screen doors, paint, varnish, hammocks, garden hose, refrigerators and lawn mowers.

SAYS NOTHING BUT SAWS WOOD.

H. W. Marshall, hardware merchant, Princess Street, Kingston, had a clever mechanical device in his window for several days which has attracted a good deal of attention. It represents a man sawing a board with an Atkins saw, for which Mr. Marshall is agent. The mechanism is rather intricate as the man goes through half a dozen or more motions drawing attention to the saw which he is using. Electrical power is used and the device is both amusing and interesting.

The stock of the late John Hersey's hardware store has been sold to C. J. Boyce, Warkworth. J. M. Strange is closing the estate.

Owing to the scarcity of timber, the work of constructing the piers of the Ontario Exploration Company at Collins' Bay, for the shipment of iron ore from the Wilbur mines, is much retarded. An immense amount of timber is required, and it is almost certain that there will be no shipping of ore this year by water.

SUCCESSFUL DEMONSTRATION OF OIL STOVES.

Lindsay.—D. Cinnamon held a very satisfactory demonstration of New Perfection oil stoves in his store here on May 31st and June 1st. On account of the rain on May 31st, the attendance for that day was not as large as expected. However, the weather was fair on the following day, and a large number of people visited the store.

Mr. Glover, of the Queen City Oil Co., was in charge of the demonstration, assisted by two local ladies. Hot biscuits and tea were served to a large number, and everyone was delighted with the way the stove baked. It was a revelation to many, who did not think it possible that a coal oil stove should do such fine work.

Mr. Cinnamon states that he has had a highly successful season thus far, having sold about 25 stoves, and a like number of ovens.

EARLY CLOSING AT ST. JOHN.

St. John, N.B., June 6th, 1911.—The half-holiday movement for the summer months is growing in popular favor in this city, and the scheme inaugurated by the leading hardware houses some years ago, has met with approval from dealers in other kinds of wares, who have now announced their intention of closing their stores along with the hardware stores, on Saturdays at 1 o'clock during June, July and August. This is one month more than last year, but still one month behind the hardware stores, who it is planned will close early on Saturday during September as well.

Under the name of the Canada Nail & Wire Co. with a capital of $800,000, E. C. Elkin, S. E. Elkin, G. McR. Johnson, and R. L Johnson, are seeking incorporation to carry on the business of wire nail manufacturing, and working in metal, iron and wood. The headquarters are to be in St. John with E. C. Elkin, S. E. Elkin, and R. L. Johnson as provisional directors. It is understood that this company will take over the business of the Maritime Nail Works, representing the syndicate that recently purchased the property.

TO BUILD OFFICE BLOCK.

Sault Ste. Marie, Ont.—The Cochrane Hardware Co. have purchased fifty-five feet of land on the northwest corner of Queen and Elgin Streets, at $275 per foot and purpose erecting a large business block thereon. It is not likely that anything will be done this summer as the firm now occupying the property have a year's lease.

J. D. H. Brown, manager of the Cochrane Hardware Co. states that his firm have found it necessary to make some preparation for the future and have bought the property for building purposes later on. It is interesting to note that the land purchased sold for $130 per foot less than a year ago.

IN TEMPORARY QUARTERS.

Strassburg, Sask.—Henry B. Devine, who was recently burned out, has started up again in temporary quarters. He advertises that he "will soon be in a position, with a complete stock, to give our former and new customers everything in the hardware, building, tinsmithing, bicycle and motor supplies."

A big salvage sale is now being held. All the goods which were damaged in the fire, are being offered for sale at greatly reduced prices. Large crowds have attended every day since the sale started, and it is expected that the stock will soon be cleared out.

WAS BURNED OUT.

Alexandria, Ont.—D. Courville, hardware merchant, was burned out recently, his store and business block being practically wiped out. Mr. Courville at once made arrangements, however, to take temporary possession of the Hayden block, situated on Main Street, south. He expects to be open for business again shortly.

METAL TRAVELER MARRIED.

On Tuesday of this week, Allan L. Brown, who, for four years has represented the Metal Shingle & Siding Co in eastern Ontario, was married to Miss Ellen Lorena Crawford, in St. James church, Kingston. A reception was held, after the ceremony, at the home of the bride's parents, 241 Alfred Street.

HARDWARE TRADE GOSSIP

Ontario.

W. J. Hermiston, hardware merchant, of Walkerton, is ill with typhoid fever.

J. Eyre & Son, hardware merchants, of Richmond Hill, are going out of business.

G. Julien, Sweetland avenue, Ottawa, has disposed of his business to Ernest Claude.

W. J. White, of Hensall, has taken a position as clerk with the Wanless Hardware, East London.

James W. Webb, of Westman's Hardware, Crediton, was united in marriage to Miss Emma Wein, on May 24.

J. W. Peacock, Toronto, advertises that he has vacuum cleaners to rent. He is doing a good business in that connection.

M. Weichel & Son, Elmira, are advertising maple syrup in 1 gallon cans. This is an original line for hardwaremen to handle.

In a window of the Rice Lewis retail store, Toronto, is shown a very handsome display of cut glass for wedding presents.

Work on the new C.P.R. roundhouse at London, was suspended for a few days this week, for lack of steel to put in the concrete.

Jas. Mackenzie, who has been connected with the French Hardware Store, Renfrew, has gone to Ottawa, where he has secured a position.

Geo. Taylor, of the Geo. Taylor Hardware Co., New Liskeard, and his son, G. E. Taylor, of Moose Jaw, left on a trip to Europe this week.

The Lumby-Stenhouse Foundry, Fort William, was destroyed by fire. The loss is about $2,500, with insurance of $1,000. The company may rebuild.

A window in the store of Aikenhead's Ltd., Toronto, has been given over this week to a display of wedding gifts. There is a splendid showing of cutlery and silver.

A demonstration of paint and varnish was held in the store of the Peterboro Hardware Co. on June 3, 5, 6 and 7. Staining and varnishing and graining were shown.

Hamilton & Stott, St. Thomas, will erect two modern stores on the vacant lot east of Anderson's store. The east part will be used as a plumbing and heating establishment.

McMillan Bros., Guelph, are advertising bargains for June weddings. They are selling cut glass, brass goods, sterling silver goods and chafing dishes at a discount of 20 per cent.

The debris left on the ground from the fire at the store of Taylor Bros., Ltd., has been cleared away. No definite plan has been announced as to where the new building will be put up but it has been decided to rebuild.

D. Courville, of Alexandria, whose store and stock were destroyed by fire on the morning of May 31st, is already rebuilding, and will conduct his business the same as before. His loss amounted to $9,000 and insurance was $6,000.

It is stated that the plans prepared for the Canadian Yale and Towne Ltd., who are building at St. Catharines, call for a plant considerably larger than the conditions in the by-law call for. A five-storey building will be erected.

Aubrey Cunningham, who has been in charge of the staff in McDowell & Russell's hardware store, Dundalk, for two years, has accepted a position in Chesley. Mr. Cunningham was twice the winner in the "What would you say?" competitions in Hardware and Metal. He will doubtless prove eminently successful in his new position.

Nearly sixty union moulders went on strike in London shops on Monday. The London Foundry and Leonard's foundry are chiefly affected, though most of the men went out at Wortman & Ward's. McClarys have a non-union shop, and the Vulcan Company, Limited, a day or two ago accepted the union scale. The men are asking for a nine-hour day, and declined to accept various wage increases offered by the employers.

LAST MINUTE MARKETS.

MONTREAL.

Linseed Oil—Declined to $1.04 for raw ; $1.07 for boiled.

Western Provinces.

W. H. Fread has opened a hardware store at Ryley, Alta.

The Calgary Furnace and Stove Co. have been incorporated.

S. B. Lynes, hardwareman, Crystal City, Man., has sold to Smith & Hogarth.

H. E. Pickard, who has a tinsmithing shop at Viking, has opened a branch at Strome, Alta.

The hardware stores in Castor, Alta., will close at 6.30 each evening except Saturdays after June 1.

The Keewatin Hardware Co., Keewatin, are advertising vacuum cleaners to rent at 50 cents a day.

The Western Tinsmithing Co., of Lethbridge, is opening a branch at Medicine Hat, under style of Western Heating and Sheet Metal Works.

J. C. Gaston, Sheffield, of the Gaston Cutlery Co., is on his annual tour of the West. He reports that business in all parts seems to be unusually active.

The Farmers' Lumber and Supply Co., Imperial, Sask., have given up their lumber business and the manager, D. Small, has opened a hardware store.

H. F. Chappell has purchased the hardware business of Field Bros., Bradwardine, Man. He has built a commodious store and has opened up with a large stock.

P. P. Krocker has gone into partnership with Peter Niesen, of Aberdeen, Sask., and will open a general store at Main Centre, Sask. A full line of hardware will be carried.

The marriage occurred at Merritt, B. C., of Roy T. Thomas and Miss Mary Gates. The groom was formerly employed with Bourne Bros., hardware merchants, Revelstoke.

A gasoline tank installed by the Manitoba Hardware Co., Reston, Man., was disturbed by the rainfall one day last week. The water ran into the pit under the tank and raised it up.

H. F. Chappell, who recently purchased the hardware business of Field Bros. at Bradwardine, Man., has been elected vice-president of the newly organized board of trade at that place.

The Lethbridge plant will start with a capacity of about 90,000 kegs per annum and will be increased as the demand for its product increases. About fifty men will be employed at first.

H. W. Storey, Camrose, Alta., has found his present store too small for the business he is doing and has decided to rent another store. He will take possession on the first of the month.

H. H. Johnston's hardware store at Fillmore, Sask., is now nearing completion. He has part of his stock in, and expects to be fully settled soon. In addition to hardware, he will carry a line of farm implements.

James Winram has purchased the hardware and implement branches of the business of Chalmers & Watson, of Pilot Mound, Manitoba. Chalmers & Watson will continue in the lumber and other departments of the business.

The Farmers Steel and Wire Co. are opening up business in Regina. The council has sold to the company a warehouse site in the city, on the condition that the company erect buildings thereon to the value of $10,000 within one year.

H. A. Strong, who has been in the employ of G. L. Challenor, hardware merchant, Grand View, Man., has gone to Saskatoon, where he has accepted a more responsible position. He will be missed in baseball circles at Grand View.

The Gordon Nail Works, of St. John, N. B., will locate in Lethbridge. This is the word given out by M. L. McDonnell, one of the partners of the firm, who has been in Lethbridge for the past two or three weeks, sizing up the situation there as a location for a branch of the plant which the firm has decided to place at some point in the West.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54

MARKETS IN BRIEF.

TORONTO.

Linseed Oil—Reduced 3c.
Turpentine—Reduced 5c.

MONTREAL.

Turpentine—Weak at 85c.

WINNIPEG.

Turpentine—Down 5c.

MONTREAL.

Montreal, June 9.—The tin market even surpassed the mark it made last week, when it reached the highest figure previously recorded. Since then it has gone several pounds higher on the London market, and under the manipulation of those who have it in control it has remained in that vicinity. Just as to what may be expected to follow is hard to tell. It depends upon the interests of those behind this metal. In the meantime enquiry is generally reported of the hand-to-mouth character. Pig iron has been practically the same, with nothing to improve the general situation. General reports regarding the steel output during May indicate a general reduction, reports being practically identical.

Pig Iron—The pig iron market as a whole is none too cheerful. Conditions have certainly undergone no improvement. It seems, rather, that they are worse. In the United States more furnaces have blown out and the production is thus still further curtailed. English and Scotch iron is coming into Canada and is being distributed under contract. General conditions are as before-mentioned, but slightly changed. In the western districts the opposition of American furnaces is even keener than before, and it is a question to what extent prices are maintained, the opinion being that there is a general feeling toward shading. Enquiries are still being made for large lots of pig iron, the quantity being between four and five thousand tons. The Canadian foundries are busy and the condition existing among the furnaces arises, as before stated, from the over-production. It apparently resolves itself into a question of how long it will take until the surplus supply becomes reduced to the normal situation necessary for supply and demand. It may be a few months and it may be longer.

Tin—During the past week tin set up a new record, and is still unsettled and not far from the high-water mark it reached. It is a manipulated market, with those in power seemingly able to accomplish what might have been expected to be impossible, that is to bring about such an increase as that witnessed during the past ten days. Locally, it has had some effect. Consumers have to have the metal, but the natural result has been that they buy simply what they need and no more. The market is so unsettled that there is no confidence in the market, in fact, there has not been any for some time now, with the result that business is but from hand to mouth.

Copper—There is but little to report in the copper situation. There is a steady demand, Prices remain unchanged, although there have been some variations in the primary market. From general reports there is a fair activity, but otherwise no feature.

Other Metals—Lead and spelter have been on the quiet list. There is a fair demand, but dealers report nothing of a feature in the market. Local quotations are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, June 9.—During the week just passed, spot tin rose, on the London market, to £2 16s., thus equalling the highest price on record, which was previously scored in 1906. A slight drop has occurred since, and to-day's price in London for spot tin is £2 12s., which figure is firmly held.

There is no other feature on the market worthy of special notice, but business is going along very satisfactorily in all lines of metals.

Tin.—Aside from equalling the previous high price, this week's market has developed a sensational advance in the price of futures which rose £6 10s. in London. This means that the syndicate not only control June tin, but that they largely control the output for the next three months, and that will carry them over into the busy fall month when sellers are naturally strong. Toronto prices are still 49 to 50 cents.

Antimony.—Last week's dullness continues with prices stationary. There is no business doing.

Copper.—As a result of the Standard Oil and American Tobacco Co. decisions, a stronger tone is noticed and futures have advanced beyond the price of spot. It is said that brass mills are now turning down business and advancing prices. Copper quotations remain at last week's figures.

Aluminum.—The price is still 20 cents per pound.

Plates and Sheets.—Conditions are satisfactory for the season, but there is no special activity.

Pig Iron.—Business is about as usual and is devoid of special features. We are still quoting: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—There is a decided scarcity of spot lead. Good lots are arriving but they are being eagerly taken by buyers.

Spelter.—This week's business has been quiet, but prices are unchanged.

Old Materials.—Conditions are unchanged, prices remaining as follows: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

HARDWARE MARKETS

MONTREAL.

Montreal, June 9.—Seasonable lines continue to hold the centre of the hardware stage, with general business good, but not quite up to what was expected. This is according to those connected with some of the leading wholesale firms. It is claimed that, on the whole, trade is hardly up to that of last year, although it is indeed satisfactory. The demand for rubber hose has been exceedingly heavy, due probably to the rather warm weather which was experienced earlier than usual. Lawn mowers have been selling well, and stocks have been cleaned out in some lines, so report has it, with other lines quite limited. Of course, there is always the consolation that manufacturers are generally prepared for such contingencies and this should not prove an exception. Harvest tools are moving out well, with enquiry for rope rather pronounced of late. In carpenters' tools and kindred lines there is a good sorting trade reported.

The demand for material used in railway construction is maintained, and with the general demand for construction work, is a welcome feature to the trade. Household goods are holding

their own, and general orders contain quite a sprinkling of articles from this department.

Lawn and Garden Tools—One of the most prominent lines just now is that of lawn and garden tools. This department is good for considerable business yet before it begins to dwindle. Lawn mowers seem to be receiving particular attention and the other articles should not be overlooked. Some prices quoted are: Lawn rakes, $3.75 to $5 a doz.; garden sets, 25c to $1.50 per set; border knives, $4.80 doz., net; garden trowels, 60c to $1.50 a doz.; garden shears, plain, 8-in., 55c; with notch, 8-in., 60c; long-handle border shears, $1.15 each; long-handle surface shears, $1.05 each; lawn mowers, low wheels, 7-in. diameter, 12-in. width, $2.55; 14-in., $2.65; 16-in., $2.75 each; medium wheels, 9-in. diameter, 12-in. width, $3.30; 14-in., $3.55; 16-in., $3.80 each; high wheels, 12-in. width, $4.15; 14-in., $4.40; 16-in., $4.65; 18-in., $4.90 each; lawn rollers, 20-in. diameter, from $13 to $18 each; garden wheelbarrows, small, $2.55; large, $3; garden spades, $6.25 a doz. upwards.

Household Utensils—The trade is apparently getting a good share of business in this department. Articles required during the fruit season should receive attention as the period of demand is rapidly approaching. The usual lines are moving steadily.

Harvest Tools—From the orders coming in it is safe to judge that preparations are under way for the harvest season. The west is giving considerable attention to this department. Manila rope for hay carriers is quite prominent on the order sheets. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Seasonable Lines—The demand for a line of goods that are now in season keeps up well. Rubber hose is moving better than ever, and sprinklers in the different patterns are also worthy of attention. Ice cream freezers and refrigerators are also in good demand. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a doz.; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards. The discount offered is 50 and 50 per cent.

Contractors' and Builders' Supplies—Jobbers report a continuation of the demand for contractors' and builders' supplies. Railway work is still making itself felt and the general construction work throughout the country is the explanation of the sorting orders now received. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Sporting Goods—Although the season is now wide open, there is still a general demand for lines that have been moving particularly well. Guns and ammunition are receiving more attention now, in addition to the general demand for athletic goods.

TORONTO.

Toronto, June 8.—Although the jobbing houses are all busy, the rainy weather of the past week has had its inevitable effect on trade. When the climatic conditions are unafvorable, the wholesale demand is bound to suffer to some extent, the effect being felt a day or two after the change in the weather. At present, the demand is rather smaller than at the first of the week, but business is still brisk enough to satisfy the jobbers. Trade for the past six weeks has been highly satisfactory, on the whole.

The feature of he market this week is the difficulty experienced in filling orders for refrigerators, oil stoves and furnaces. The demand for refrigerators has been heavy, due to the unusually warm weather which prevailed during the better part of the past month. The manager of one local supply house states that their orders for refrigerators up to May 15 exceeded the number sold during the whole of 1910, and that since then the demand has been fully as heavy with little prospect of any abatement for some time yet.

Heavy Hardware.—There is a splendid all around demand for the heavy class of goods. Wire fencing and barb wire are moving briskly, and there is a steady call for chain, rope, pulleys, nails, bolts, nuts, screws, etc. With the advance of the season, the demand for nails has shown rapid improvement. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

It is known that one Canadian manufacturing firm have been compelled to refuse orders, owing to their having sold everything in stock, in addition to being behind with their orders. Other firms are probably just as hard pushed. A Toronto jobber ordered 75 refrigerators from one company, and yesterday received word that the first shipment would consist of 8, the rest to be supplied as the company found it possible, no definite promises being given.

The same condition is found in regard to oil stoves and furnaces. It is extremely difficult to get the manufacturers to fill rush orders, owing to the fact that they have not yet caught up with the demand.

Seasonable Goods.—Sorting up orders are now being received, but the volume of business is still as heavy as ever. There is a brisk demand for screen doors, awnings, window netting, verandah shades, hammocks, ice cream freezers and lawn mowers. The trade is also active in such goods as garden hose, clamps, couplings, sprinklers, nozzles, rakes, shears, spades, wheelbarrows, wire fencing, poultry netting, etc. There is now a distinctly heavy demand for campers' supplies. From the northern sections the orders are particularly heavy for tents, ovens, cheap knives, forks and spoons, ropes, axes, etc. It is said that the demand on the retail dealer in the northern sections is a marked feature of the trade at this season.

Household Goods.—Tinware and granite goods are moving briskly. There is still a demand for housecleaning goods and vacuum cleaners are selling well.

Builders' Hardware.—The check noted last week in building operations, partly owing to a shortage in the brick supply, has influenced the hardware trade to some extent, and orders for builders are not as brisk as the activity at the beginning of the season would have led one to expect. It must not be inferred, however, that there is by any means a lull in builders' lines. The demand is still larger than is usually experienced at this season of the year.

Stoves and Heating Goods.—The May trade in heating lines was eminently satisfactory. "Our sales were largely in excess of May, 1910," said one man. "In fact, the records up to date show a good sound advance so far this year, and the business during the May contributed largely toward the increase." There has been some difficulty experienced recently in getting orders filled for oil, gas and gasoline stoves—the lines which are now selling most briskly. One supply house reports that an order for oil stoves placed some weeks ago has not been filled, and probably will not be for some little time yet. The demand for furnaces is becoming brisker and a shortage is felt in this direction also.

Sporting Goods.—Business is quite brisk in all lines. It might be mention-

The Western Hardware Market Situation

Woven and Barb Wire Fencing in Heavy Demand—Threshing Supplies Now Being Called for—Turpentine Drops 5c per Gallon—Market Otherwise Very Firm.

Winnipeg, June 9.—The trade in all lines during the last week has been fairly active. Ideal weather combined with good transportation facilities have succeeded in rendering the work of getting out orders easier for the wholesale houses, who are at this period of the year preparing for the summer rush, which is expected toward the latter end of the month. During the last six weeks, farmers throughout the entire west have been busy with their spring work, and consequently, trade with the retail men has been rather dull in country points. Orders have already started to arrive in large quantities for fencing material, such as wire fencing, post hole augurs, and such lines. All fencing is done in the west during the month of June, which is known as the season "Between Times," that is, seeding and harvesting. From the newer districts the demand, of course, has been for barb-wire, although the trade in woven wire is increasing all the time. In this latter line, southern Manitoba, and southern Saskachewan have been the largest takers, and a few of the older districts in the northern portions of these provinces.

Orders have commenced to arrive for harvesting and threshing material. In many sections of country engineers are busy at work fixing up their steam threshing outfits, and from now until the end of August, a steady demand is expected in this line.

Stocks in all lines are fairly heavy and an optimistic feeling is prevailing. The growth of the crops during the last week after the heavy rains has increased the optimism of everyone.

The market is firm, and no advance has taken place during the week in any lines. Quotations are as follows :

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½ ; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55 ; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts 77½.

Bar Iron—Bar Iron, $2.50 ; Swedish iron, $4.75 ; sleight shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs. $8.50 ; Jessop, $15

Blocks—Steel, 45 ; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.50 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60 ; white 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.70; 18, $3.75; 20, $3.80; 22 and 24, $4 ; 26, $4.10; 28, $4.50; 30 gauge or 10¾ oz., $4.65 ; Queens Head, 20, $3.85 ; 24, $4.05; 26, $4.45; 28, $4.65.

Galvanized Iron Pipe.—⅜ in., $3.50 ; ½ in., $4 ; ¾ in., $5.20 ; 1 in., $7.00 ; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c. ; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3 ; ¼ in., $2.45 ; ⅜ in., $2.50 ; ½ in., $3.25 ; ¾ in., $4 ; 1 in., $5.65 ; 1¼ in., $7.75 ; 1½ in., $9.25 ; 2 in., $12 ; 2½ in., $19.60 ; 3 in., $25.75 ; 3½ in., $33.50 ; 4 in., $38.35 ; 4½ in., $44.10 ; 5 in., $50.40 ; 6 in., $65.10 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50 ; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c ; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c ; 9, 32c ; 10, 33c ; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¼c ; British manila, 8¼c ; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $25 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80 ; brass, 70 ; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3 ; annealed wire, base, $3; oiled, 10c extra ; bright iron $3.20 base; brass spring wire, base 29c ; plain galvanized wire, Nos. 6, 7 and 8, $3.40 ; No. 9, $2.90 ; 10, $3.50 ; No. 11, $3.55 ; No. 12, $3.10 ; No. 13, $3.25 ; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The growth of the west has been directly reflected in the demand for paints and oils, as these lines are essential in building operations. As considerable building is being done this year in all sections of the country, the demand of course is excessive. In spite of this, however, the turpentine market has eased off 5c per gal. during the last week and present quotations are $1 in barrels and $1.05 for small quantities, with an extra charge for containers. Linseed oil on the other hand remains very firm, and the demand is strong. Existing prices are $1.25 for raw, $1.28 for boiled. The linseed oil mills in the city are running, but the stocks being used to supply the demand are mostly storage stocks, the high price for flax seed curtailing the output somewhat at the present time.

White lead is in pretty good demand, and is quoted $6 to $6.75, according to the brand. An active trade is also present in other lines.

Paris Green.—The presence of the potato bug on the farms of the west have brought about during the last few weeks an active trade in Paris Green. Large orders are coming in pretty freely, and from the demand it would appear as if there would be a considerable increase in the number of farmers who sprayed their potatoes this summer. Present quotations are 23c per lb. in cases of 100 1-lb. cartons.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c ; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c ; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05 ; small lots, $1.10.

Methods of Retailing Paints and Varnishes

ATTRACTIVE PAINT WINDOW AT NIAGARA FALLS.

A highly successful paint and varnish day was held by Cole & McMurray, at Niagara Falls, about two weeks ago, and on that day the photograph reproduced on this page was taken.

One of the firm's windows was given over to displaying Minerva paints, and the other to Lacqueret, both being attractively arranged, with cans of the different products in each line, and with advertising matter supplied by the manufacturers.

Just outside the door may be seen a vase of carnations, one of which was given to each lady who called at the store during the day.

A feature of the proceedings was a demonstration of Lacqueret, conducted by a representative of the International Varnish Co. A great many people called in the store during the day, which proved a decided impetus to Cole & McMurray's paint and varnish business.

IMPORTANT DEVELOPMENTS IN CANADIAN PAINT INDUSTRY.

Probably no industry in the country has so well reflected Canadian prosperity during the past year or so, as the paint and varnish trades. Not only have old established firms branched out and extended their plants, but many new concerns have commenced operations either as a result of foreign industries establishing Canadian branches, or of domestic concerns springing into existence.

In the West the Martin-Senour Co. are establishing a Winnipeg factory; in Toronto the Glidden Varnish Co., of Cleveland have established a factory for turning out their specialties, and the Pinchin-Johnson Co., have erected and are operating a modern paint factory. The most recent development in Toronto and one which will have a far reaching effect, is the entrance into the Canadian field of Lowe Bros., Dayton, Ohio, who are said to have an option on one of Toronto's old established paint plants.

A most important development in Montreal, has been the incorporation of the Sherwin-Williams Co., of Canada, to take over the Canadian and British interests of the Sherwin-Williams Co. of America, and to also acquire the extensive plants of the Canada Paint Co. The Holland Varnish Co. is another newcomer in trade, having recently established a plant in Montreal. It is further expected that a prominent New England company, making mixed paints and wood stains, will shortly commence operations in the eastern metropolis.

All these activities in the paint and varnish business serve to emphasize the fact that Canada is rapidly becoming recognized as the most prosperous country in the world. Building has been on such a large scale that, in spite of the increase in productive capacity of the paint and varnish industry, there has been plenty of business for all.

M. Grant has joined the New Liskeard staff of the Geo. Taylor Hardware Co.

M. Weichel & Son, Elmira, have disposed of the coal and wood end of their business to Ernie Knoblauch, who has taken possession.

Having sold their property J. Eyer & Son, hardware merchants of Richmond Hill, are holding a "closing out sale." It will last for three days and will be conducted upon a strictly cash basis. They announce that they are clearing out their entire hardware store at reductions varying from 20 to 50 per cent.



Paint and Varnish Display Made by Cole & McMurray, Niagara Falls, Ont.

Convincing Customers of the Folly of Delay

Some Dealers Complain That People are Inclined to Leave Off Painting for a Year—Arguments Which Will Cause Them to Reconsider the Matter—Price of Paint is Not High.

Although the demand for paint this year has been strong, some dealers compain that the price has retarded trade to some extent. People with a natural bent toward economy—false economy it proves in this case—are apt to postpone purchasing paint when they learn that they have to pay ten cents more per quart than formerly. This attitude is hard to understand, but it is a fact that many people are inclined to adopt it, and dealers should study the situation closely for means of combating this tendency.

"One of my best customers has gone back on me," declared a paint dealer the other day. "Up to the present, he has always did some painting on his home each year. But, since learning of the higher price charged, he says that in future he will paint only every other year, and will, therefore, not do anything until next summer. I have had other customers come to me with the same story. Although business has been good on the whole, I have found the tendency to leave painting off a little longer more pronounced than I would like to see it."

It should not be a difficult matter to convince any reasonable man that this attitude is a very unwise one to adopt. In the first place, point out to him that the price is not high. As a matter of fact, it is low in comparison with the prices of practically everything else. Paint has not advanced with anything like the rapidity that has characterized the rise in price of practically all commodities. The advances which have been made have been absolutely unavoidable, as a result of the increased cost of the raw material. While nothing positive can be said with reference to the future, it is reasonably certain that prices will never go below the present figure. It is quite fair to assume that the price now asked will be as low as can ever be expected.

Under the circumstances, then, it is ridiculous to speak of the present price of paint as "high." It is an eminently reasonable figure and, as the future may see advances, to postpone painting operations now is likely to prove an expensive form of economy.

The second point to be urged is that the postponement of painting operations will prove false economy no matter what the price of paint may be. The lack of paint for a year will result in property depreciation, necessitating an outlay greater by far than the price of the paint. The man who lets his house go unpainted for a year because it would cost him a few dollars more than he had expected to buy the paint ,is paving the way for a heavy expenditure to repair the ravages of time and the elements.

Paint is the greatest protection that man can provide for his home. It is not merely a means of beautifying the premises; it is the best form of insurance that can be obtained. The dealer who finds that his customers are inclined to adopt the "penny wise, pound foolish" policy of giving up the idea of painting in order to save a few dollars, should use that argument strongly. It is probable that the customers in question have not looked at it in that light; in fact, have probably not given the matter much thought at all. When shown the folly of delay, they would, in a majority of cases, reconsider their decision.

Educational Work.

It is only by educational work that the dealer can hope to remove the false impression under which so many people are laboring.

A profitable device is to prepare a short, right-to-the-point talk on the value of paint, and send copies to all prospective customers. This enables you to carry your arguments into every home where they can reasonably be expected to have weight. If you depend entirely on personal persuasion, the scope of your influence does not extend beyond the few whom you get a chance to talk with, and, as both merchant and customer are busy nowadays, these chances are not too frequent. The circular then can be depended upon to do the work more thoroughly and to bring best of results.

USE OF FILLERS.

The use of paste wood fillers is treated in P. & L. Varnish Talks as follows:

The proper filling of open grained woods is an all-important consideration in wood finishing. Proper filling is the means by which a perfectly smooth, uniform surface is obtained for subsequent coats of varnish, and much care, should, therefore, be paid to this stage of finishing.

The best paste wood fillers, are made from finely ground silex, linseed oil, turpentine and other substances.

In using a filler, only the very best obtainable should be used, as a cheap filler will shrink and cause even the very best grade of varnish to shrink with it.

Before applying paste fillers, the surface of the wood should be perfectly clean, and sandpapered smooth. The filler should be thinned with turpentine to the consistency of varnish and should be applied with a brush. Fifteen or twenty minutes should be allowed for the filler to set, then rub off with burlap, rag or waste, rubbing it across the grain and into the pores of the wood at the same time. After assuring yourself that the pores have been properly filled, wipe the filler off clean with a soft cloth.

After the filler has thoroughly hardened, which usually takes about twenty-four hours, sandpaper perfectly smooth and dust off, leaving the work clean for the application of the materials following.

If the filler, at any time, sets too hard, moisten the rubbing cloth with turpentine, or, better still, brush the surface over with turpentine.

On a very coarse grained wood, such as chestnut, a second coat of filler is sometimes necessary. When this is done, it should be applied in the same manner as is the first coat.

U.S. SHEET MILLS REPORT GAIN IN ORDERS.

Cleveland, O., June 8.—The Iron Trade Review to-day says: With the possible exception of sheets, the lower prices, which became effective June 1, have not brought out much additional business and in some respects market is quieter than ever. The total volume of business booked since May 31 is light, and specifications in some instances show a further decline. Owing to the fact that jobbers' stocks were extremely low on June 1, and that few contracts had been made for the third quarter, several companies report a fair gain in orders for sheets during the past few days. The reduction of from 3 to $4 a ton in the price of sheets has been carried throughout the entire list of differentials on black, galvanized and blue annealed sheets, as well as painted and galvanized roofing sheets. Some contracts for steel bars have been placed at $1.25, Pittsburg, for delivery over the year, and, while the tonnage involved is not heavy, buyers are showing more interest in the situation. The cut in prices appears to have checked the markets on shapes and plates.

Pratt & Lambert, inc., are enlarging considerably, the manufacturing facilities at their Buffalo headquarters. The enlargement will consist of a modern four storey building 125 x 46 ft. with basement and wing, connecting with their present buildings. The new building will be of modern fire-proof construction; reinforced concrete, brick and steel.

M (MAPLE LEAF) L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

IMPERIAL VARNISH & COLOR CO., LIMITED

6 to 24 MORSE STREET, TORONTO

524 Beatty Street, Vancouver **108 Princess Street, Winnipeg**



Write or wire orders you want filled in a hurry. We carry complete stocks, so we can ship same day we get your order.

You Can't Overlook Facts

Mr. Dealer:—Here are a few statements that you can't afford to overlook.

Minerva Paints and Varnishes were first manufactured in England 76 years ago—their growth was spontaneous and steadily increased until the London house was supplying *Minerva Brands* to the markets of the world. Canada was recently recognized as a market which could produce a large demand, and although the competition was strong, it was decided to build a Canadian factory and manufacture identically the same brands as were made in England. About six months ago the large Toronto factory started to fill the already waiting orders. Since the first day the success of *Minerva Paints and Varnishes* has surpassed all expectations. The demand has been such that the extreme possible output has been taxed. The success of *Minerva brands* has been assured in Canada. There are reasons for such growth.

Minerva Paints and Varnishes give honest value—they contain absolutely the very highest grade ingredients possible to procure.

The Manufacturers co-operate in every possible way with the dealer. Extensive consumer advertising is used.

A good fair margin of profit and an attractive proposition is offered.

This is why Minerva Brands mean your reputation and profit.

Write us for information—be a part of this big selling organization and get your fair share of the waiting profits.



The Pinchin-Johnson Co. (Canada) Ltd. F29

Established in England—1834 **377-387 Carlaw Ave., Toronto, Can.**

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 8th.—The slight falling away in general business during the early months of this year has undergone a reaction and a very heavy trade is reported to have taken place during the month of May. June, likewise, gives promise of being an exceedingly busy month throughout the Dominion. The damper of high prices of some of the staples has disappeared and a good healthy demand exists for almost all classes of painting material. Ready mixed paints and stains and varnishes in tins for domestic use are showing a particularly good market condition. Two items, however, white lead and putty, are not quite so active as formerly, but with this exception all departments seem to be busily engaged.

Linseed Oil.—Owing to the heavy demand for linseed oil the weaking tendency has positively stopped and cables show a marked strength in liquid oil quotations. Indeed on the 8th inst. the market showed a rise of 3 cents a gal. in liquid oil quotations. The local market shows a firmness in sympathy with this tendency. Local prices still remain unchanged at $1.06 for raw and $1.09 for boiled. Turpentine.—With the usual heavy spring shipments coming forward from various channels in the south, prices have sagged to a slight extent being now quoted at 85 cents per gal. in barrel lots. This price would probably be shaded for round lots.

Arsenate of Lead.—An extraordinary demand exists for this insecticide, and as the hardware trade has been growing acquainted with it generous orders have been coming in from all points. This condition was not anticipated and consequently makers and jobbers are sold out and are unable for the present to fill orders. It has been humorously stated that it would take a lot of scraping to gather together an ounce of arsenate of lead just now. The manufacturers have used up all their chemicals necessary in the manufacture of this article and for a week or so orders will have to wait. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

White Lead and Putty.—Grinders are easily able to keep up with the sales and the tardiness of the shipments of this article has enabled the trade to buy ripe well matured stock. The building trade is said to be brisk and it is believed there will be a healthy demand for white lead and putty in a short time. Prices of white lead are: In bbls., 800 lbs., 9c; in half bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

Existing prices of putty are: Bulk bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.55; 25's, cased, $2.70; 12½'s, cased, $2.90.

Paris Green.—To ask a dealer to buy Paris green in January is like offering Panama hats in December but dealers who placed orders six months ahead of their requirements should be pleased with their forethought, for everything points to a shortage of this article. Stocks from over seas have been delayed from sundry causes and manufacturers of Paris green state that they have very little in stock and have advised their travelers to be guarded in making large sales, selling only subject to the stock on hand. There is no change in quotations but if a shortage should come about holders may be excused for asking higher prices.

Prices are as follows:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50-lb. and 100-lb. drums, 18¼c.; 25-lb. and 100-lb. drums, 18⅜c.; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c. per lb.; 1-lb. tins, 100 lbs. in case, 21¼c. per lb.

Varnishes.—Enquiry among manufacturers who specialize on varnishes show that the trade is in an exceedingly prosperous condition. Varnishes and Japans for carriage work and for interior and exterior finish are moving with a quick step. Gum shellac is quoted at a moderate figure and shipments of shellac and spirit varnish are most encouraging.

TORONTO.

Toronto, June 8.—There is a good tone to the market, the demand being pretty well distributed over all lines. The weather has been unfavorable during the past ten days and trade has suffered to some extent as a result. The effect has not been in any sense serious, however, and it is anticipated that business will return to the active tone which was shown last week.

The tendency in turpentine and linseed oil has been downward, reductions being noted in both commodities. In neither case was the decrease large, however, and, the market has not been seriously affected.

Linseed Oil.—Local jobbers are to-day quoting $1.09 for raw and $1.12 for boiled, a reduction of 3 cents in the price. This alteration in price has been made despite the fact that the crushers are maintaining their prices at the former level, with little indication of a change this month. The demand for linseed oil has been distinctly heavy during the past week, partly as a result of the lower prices.

Turpentine.—The slump in the price of turpentine has continued further than had been expected by those who were closely in touch with the situation. The price was sliced this week to the extent of another 5 cents, making the figure asked 80 cents. This is indeed a remarkable showing, considering the extraordinary figure obtaining less than two months ago. The reduction put into effect this week is in anticipation of the turpentine, which is just arriving at the reduced price in the Southern States. It is claimed that the figure is lower than is justified by the price paid for turpentine now in stock. Correspondents in Savannah and Jacksonville advise that the present price prevailing there is below any quotations that have been made for more than a year past and, in consequence, they are inclined to think that the bottom of the market has been reached. In confirmation of this, comes word that for the past three or four days there has been a tendency shown on the primary markets toward greater firmness. Each day there has been an advance of from one to two cents per gallon in the price at Savannah.

Rosin.—No developments are reported. The price is a little easier and demand remains about the same.

Putty.—The demand is growing stronger for putty. No price changes have been made. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—There has been a steady increase in the demand for white lead and large orders are now being placed. The continued weakness in turpentine and linseed oil has had a good effect, inso much as it removes all possibility of lead quotations changing. At the same time it is felt that the price asked for lead has up to the present not been high enough in view of the cost of oil and there is not much chance of any reductions in the price of lead.

Prepared Paints.—Good sorting up orders are now the rule and the volume of business is such that satisfaction is expressed on all sides. As large outdoor contracts are now starting, it is safe to assume that the active tone now shown will be steadily maintained throughout the summer months.

Varnishes and Japans.—The same applies to all varieties of varnishes and Japans. The exodus to summer resorts and cottages has helped along the demand as there is certain to be a great deal of brightening up to be done around every summer place.

Specialties.—In the specialty line, the Glass.—With the advance of building work, the demand is growing for glass.

China-Lac

The Perfect Varnish Stain---Extensively Advertised Yields the Dealer a Profit of over 58%

China-Lac is a Perfect Varnish Stain

Not made from heavy pigments that obscure the grain of the wood and give an appearance of a solid varnish paint. Not made from dyes that fade out in a week. But made from the most permanent light gravity, chemical pigments it is possible to obtain.

Made from Pigments

Pigments, made in our own dry color works, in the most scientific manner by our chemists, on formula brought direct from Great Britain.
Pigments that give lasting, non-fading effects.
Pigments that allow the grain of the wood to show up through the Varnish.

The Varnish

The Varnish used in China-Lac is specially made for that purpose. It was not hastily decided on, but tested out by time and wear.
The combination of these pigments and varnish made a varnish stain that covers the wood with a rich, lustrous coating, imitating most expensive hard woods.

The Colors

Made in sixteen beautiful colors. Eight to imitate natural woods.

The Store Advertising

Given with China-Lac comprises an attractive Window Trim, beautifully lithographed in three colors, red, black and white. This goes across the upper portion of window, and down each side, showing on the two upper corners the little Chinese boy with lantern. The two side panels have a lithographed bamboo frame and a large Black Dragon running up behind the panel.

Large Display Card for the Counter

This is a very handsome card, size 10x18, showing the 16 colors, in which China-Lac is manufactured; it makes a most beautiful appearance and is bound to command attention.

Eight-Page Booklet

This booklet gives full information about China-Lac, telling about the different colors, also what China-Lac can be used for, and gives other useful information regarding interior decorations.
The cover of this booklet is lithographed in green background, buff lettering.

Small Counter Cards

Lithographed green lettering on a buff background; they have small color strips, showing the 16 colors in which China-Lac is manufactured.

ADDRESS OUR NEAREST OFFICE FOR INFORMATION ON SPECIAL CHINA-LAC ASSORTMENTS AND PRICES

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	13 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water se te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montrer

COPPER

	Per 100 lb.
Casting ingot.....	13 75 13 00
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Copper sheet, tinned, 14x60, 14 oz..	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	
Carron, soft.....	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo).....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	..
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....			2 90	2 90
All bright, 52 sheets.....			3 70	4 00
Galvanized—	Apollo	D. Crown		Ordinary
18x24x52.....	4 45	4 45		4 35
60.....	4 70	4 70		4 60
20x28x80.....	8 90	8 90		8 70
"	9 40	9 40		9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	13 50	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb.....	3 75	3 75
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping....	0 22	0 22

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $50 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$7 00
I X, 14x20 base.....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base.....		5 00
I X, 14x20 base.....		6 00
I X X, 14x20 base.....		7 00
I X X X, 14x20 base.....		8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base.....	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....		4 50
I X, 14x20 base.....		5 25
I X X, 14x20 base.....		6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base.....		4 25
20x28, double box.....		8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets		7 50
I X, Terne Tin.....		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.		
" 14x60, "		7 00
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4.45; No. 18, $3 10; No 19, $2 80 Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6 65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

BAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 2½ p.c. off. Other sizes, 50 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....		2 45
Galvanized, plain twist.....		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto..

WROUGHT STAPLES

Galvanized.....	2 85
Plain.....	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..		0 07
Litharge, ground.....		0 05
" flaked.....		0 05½
Green copperas (green vitrol)....		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure		0 09
Chrome yellow, pure.....		0 18
Golden ochre, pure		0 11
French ochre, pure.....		0 09
Chrome green, pure		0 11
French permanent green, pure..		0 15
Signwriters' black, pure		0 17
Marine black, 25 lb irons		0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.....		1 80
Cee Pee Co. enamel		4 50

GLUE

French medal.....		0 10
German common sheet.....		0 10
German prima.....		0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....		0 10
" golden medal.....		0 11
" brown sheet.....		0 10
" golden sheet.....		0 13
" gelatine.....		0 22
" white gelatine.....		0 20
" white glue.....		0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base ...	2 00
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor).. .. .	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.....	1 65
Brandram-Henderson's "English "	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90

SORTING UP ORDERS

For Brushes should be placed at once.

Examine your stock now; do not wait until your stock of the best selling lines is depleted, but order right away and thus avoid missing sales. Remember brushes will be much in demand during the month of June, and particularly

BOECKH'S BRUSHES

We are decidedly busy now, but our large, well assorted stock and large manufacturing facilities make it possible for us to give prompt attention to your requirements.

The BOECKH BROS. COMPANY, LTD.

Factories:
158 to 168 Adelaide St. West,

TORONTO, CANADA

Offices:
80 York Street.

REGISTERED

REGISTERED

Henry Rogers, Sons & Co., Limited

(Established over a Century)

HRS&Co TRADE MARK

Wolverhampton - - Sheffield

HRS&Co TRADE MARK

EVERYTHING IN METALS

Galvanized and Black Sheets, Canada and Tin Plates, Copper, Tin, Lead, Spelter, etc.

Heavy and Shelf Hardware

Chain, Anchors, Wire of every description, Hollow-ware, Poultry Netting, etc.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

Standard.

Bulk in casks 2 20
" 100-lb. drums 2 55
Bladders in bbls 2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 12	
U.S. Water white "	0 13½	
U.S. Pratt's astral "	0 15½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline, single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 91	0 8)
Wood Turpentine		0 80
Linseed Oil, " raw	1 11	1 09
" " boiled	1 14	1 12
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 hall, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 45
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
1 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 06
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz 2 20
Bevel edge, 1 inch, doz 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 80
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" "	5 28
" "	7 26
"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ¼ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 08

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	2 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
¼ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

HAVE NO HESITATION in stocking and recommending—

PATENT TWO AND THREE PLY READY ROOFING

It is adapted to all kinds of buildings and climates, and can be laid on steep or flat roofs, old or new, by ordinary workmen. Only made in one quality—THE BEST. The selling of this favorite line brings YOU a full measure of profit, and satisfaction to your customers. Two other leading brands are—

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing

ALEX. McARTHUR & CO., Limited., 82 McGill Street, Montreal

WRAPPING PAPERS OF ALL DESCRIPTIONS

Agents in North-West—F. J. COX & CO., Winnipeg

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH

The above name on TAILOR SHEARS, TINNER SNIPS, SHEARS OR SCISSORS is your absolute guarantee of the very highest quality obtainable. We have 85 years' experience behind us, and the care taken in the selection of raw materials, together with correct tempering of the blades, have made HEINISCH GOODS the standard for the world. You will gain prestige with every pair of HEINISCH SHEARS you sell.

SOLD BY ALL JOBBERS

R. Heinisch's Sons Co. ***Newark, N.J., U.S.A.***



KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1⅝—1¾ inch	2 70
2—2½ inch	2 60
2⅝—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 22½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS

Sargent's, per dozen	0 65 1 00
North Bros., No 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

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All over the country you see men in this position to-day. It is a favorite spring position. It is a position which predominates wherever a live agent for

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realizes that his money is in it, and now is the time to get profits out of it. You have invested money in Ramsay's Paints—The Right Paint to Paint Right—are you doing your share to help us get orders for you? Look about your town! How many houses need paint? How many householders are thinking of painting? Then write us and tell us who they are. The result will be business and profit for you. Many agents are doing this. Are you?

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4	½ "	"	"
12	1 qts.	"	"
16	1 pts.	"	"
16	½ "	"	"

Luminette is a perfect finish for both interior and exterior work. The above special assortment, including case, for $25.00, F.O.B. Winnipeg.

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The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansion Bolt Co. New York

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GIRDER BROWN
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GREEN (PARIS)

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JAPANS (BLACK)
JAPANS (BROWN)
JAPANS (BAKING)

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MAGNETIC OXIDE
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MORTAR STAINS
MAST PAINT

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Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co. Port Hope
Simonds Canada Saw Co., Ltd., Montreal

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Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

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Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co. Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth. London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros Mfg Co. Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont

Lampblack
The L. Martin Co, New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co. Guelph

Lighting Fixtures
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co. Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

Razors.
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co, Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls,
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co. Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co, Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd, Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc
J H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.



Spring window used by Chas. C. Lee, Goderich, Ont., Can., featuring S-W-P.

Drawing Trade to the Store

Attractive window displays are the best advertisement for your store. Observation has proved to us that merchants who give closest attention to keeping their windows attractive are the real business-getters. They are the ones who are constantly adding new departments and making their stores the live shopping centres.

Strong window displays have always been made one of the most important features of the Sherwin-Williams spring and fall campaigns. These displays are carefully designed by experts who make this work their special study. Force, simplicity and attractiveness must characterize each display. The result is that by making proper use of them the S-W Agent quickly establishes himself as the leading paint and varnish dealer of the town. His windows arrest attention and people do not easily forget that store as the place where Sherwin-Williams Paints, Varnishes and Brighten Up Finishes are sold.

An exclusive Agency for a well-known, high-grade brand of merchandise is invaluable. Sherwin-Williams Paints and Varnishes are known to every one and their reputation for excellence is universal. This combination of undisputed quality, good advertising and intimate co-operation with each S-W Agency is a substantial, profitable business proposition. If there is yet no S-W Agency in your town, better apply for it before someone else does.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

COMMISSION LINES

HARDWARE TRAVELER WANTED to carry side line on commission. Concrete sidewalk tools. No samples. Territory to suit applicant. WRIGHT CONCRETE TOOL CO., 21 West Ave., N. Hamilton. (23)

ARTICLES FOR SALE

FOR SALE—One 25-light Earl Acetylene Generator. Only used one year. Taken in exchange for a larger machine. Will sell cheap. Address W. F. EARL, Athens, Ont. (22)

BUSINESS CHANCES

FOR SALE — Department store in good Alberta town. Stock $25,000; yearly turnover $100,000. Address Box 1226, Calgary. (25)

FOR SALE — Retail Hardware business, or may take working partner with some capital, one who understands the business. For further particulars, apply W. J. Lawson, 27 Howland Ave., Toronto (11tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

LUMBERING TOOL BUSINESS FOR SALE.—Established by W. Wallace in 1860. It is in first class condition and is flourishing. Present owners wish to retire. Excellent opportunity for man with limited capital. Apply WILLIAM WALLACE, Three Rivers, P.Q. (24)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

PATTERN DRAWING

A CHEAP, PRACTICAL and Complete Home Study Course on Sheet Metal Pattern Drafting, Estimating and Construction. Send for particulars to THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (21tf)

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

AN IRONMONGER, who will shortly dispose of his business in Wales, is anxious to obtain a situation in Canada in any of the following departments of the hardware trade: Salesman in any branch; office or counting house. Young, healthy and energetic; of good address, having a wide experience of British trade, in all its branches. An expert draughtsman and designer, holding 3 first-class certificates for "Advertisement Designs," and 3 first prizes for designing at the Royal National Eisteddfod of Wales. Engraver on metals, such as coffin plates, monograms and inscriptions for presentations, etc. Expert window dresser. Total abstainer and holds the highest possible character. Box 2011, HARDWARE AND METAL, Toronto. (23)

SITUATIONS VACANT

HARDWARE CLERK WANTED. One or two years' experience. Must be thoroughly reliable. Box 513, HARDWARE AND METAL, Toronto. (23)

HARDWARE CLERK WANTED AT ONCE — A first-class salesman and stock-keeper for general hardware. Must be an experienced all round man. Give age, experience and full information. F. W. JEFFERY, Midland, Ont. (23)

WANTED—A hardware clerk with about 4 years' experience. Send references. J. B. ROSS, Oshawa. (23)

WANTED—Smart young man with some knowledge of hardware business. J. R. MYERS, Stratford. (22tf)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

WANTED—Tinsmith, at once. Must be good man; able to take charge shop. Salary $60 month to right man. Steady work. PATTERSON & HILLBORN, Drayton, Ont. (23)

WANTED—First-class tinsmith to start at once in town in Saskatchewan. Must be temperate and reliable. Will give $3.50 per day till winter and good wages for winter months. Box 512, HARDWARE AND METAL, Toronto. (24)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

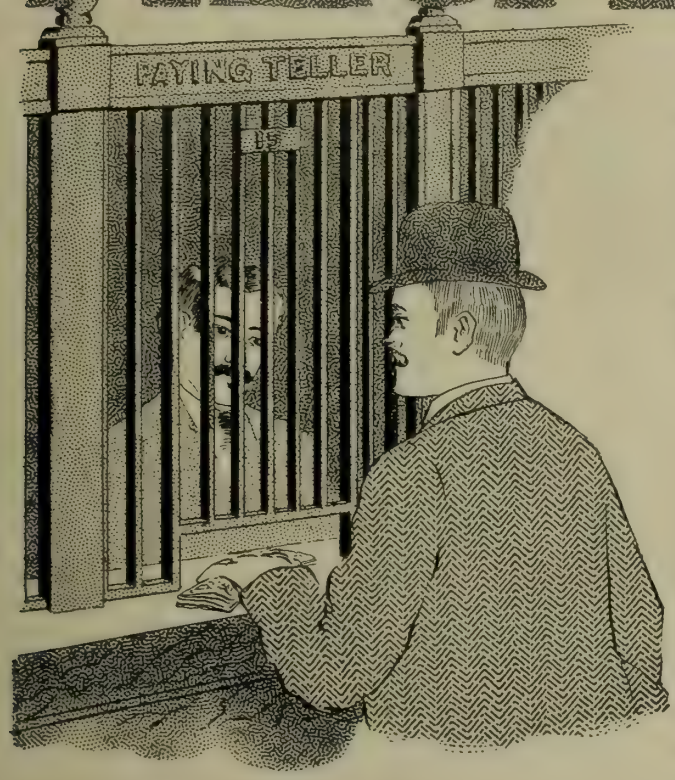
TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

EARN THE CONFIDENCE OF YOUR CUSTOMERS

If you deal squarely with your customers you will make friends of them and they will learn to respect your opinions.

RECOMMEND DOUGALL VARNISH

The result will be that when your customer returns for more goods he will remember the good varnish that you sold him and his willingness to be guided by your recommendation will help you in a thousand ways.

Dougall Varnish is pure satisfaction from the first to the last drop.

There may be varnishes 'just as good' but they are not yet on the market.

If you will drop us a card we will send you a booklet containing a talk on varnishes in general—write us to-day.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. **J. S. N. DOUGALL, President**

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON

A Dollar Talk

On Paint Oil Storage.

How much oil is:

Soaked up in the floor?

Smeared over the measures and funnels?

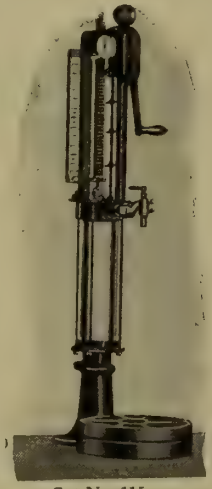
Absorbed by the barrel?

Wasted by over-measure and spillage?

Spoiled by evaporation?

How much is your fire hazard increased?

The answer to these questions shows why it is profitable to buy a



Cut No. 115.

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The Bowser Buys Itself
Ask for Book No. 1N.

S. F. Bowser & Company, Limited

66-68 Fraser Avenue, TORONTO, ONT.

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you will find out that a *big percentage* of Canadian Hardware Merchants *feature* "International" Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot. It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold
in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 24

Moore's Sani-Flat

is a flat drying oil paint, specially recommended for Wall painting, Woodwork, Furniture, Steel Ceilings, Burlap and for all classes of interior decorating.

It produces that desired dead flat finish, having the soft velvety effect of water color, combined with the advantages of being washable and durable as oil paint.

Easy to apply, sets slowly and covers perfectly without showing laps or brush marks.

Saniflat is unfading and covers fifty per cent. more to the gallon than ordinary oil paint.

Write us for Details and Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO

SOME OTHER LEADERS IN THE FAMOUS MOORE LINE ARE:—

MURESCO
IMPERVO FINISHES
MOORAMEL
TILE-LIKE
HOUSE COLORS
FLOOR PAINT

Small Costs—Big Results

THE COST of a Want Ad. in Hardware and Metal is estimated in CENTS.

THE RESULTS are figured in DOLLARS.

PARKHILL, ONT.,
JAN 31st, 1910

HARDWARE AND METAL,
TORONTO, ONT.

Gentlemen,—Kindly find enclosed P. O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

EVERY retail hardware dealer, every hardware manufacturer, wholesaler, traveller and clerk from VANCOUVER TO HALIFAX is a consistent reader of HARDWARE and METAL. This makes a Want Ad. in Hardware and Metal the only satisfactory way to place your proposition before those most vitally interested.

WOULD YOU BUY OR SELL—A Typewriter—A Show-case—Set of Tinner's Tools—Desk Secure a Clerk—Bookkeeper—Partner

Use a Hardware and Metal Want Ad.

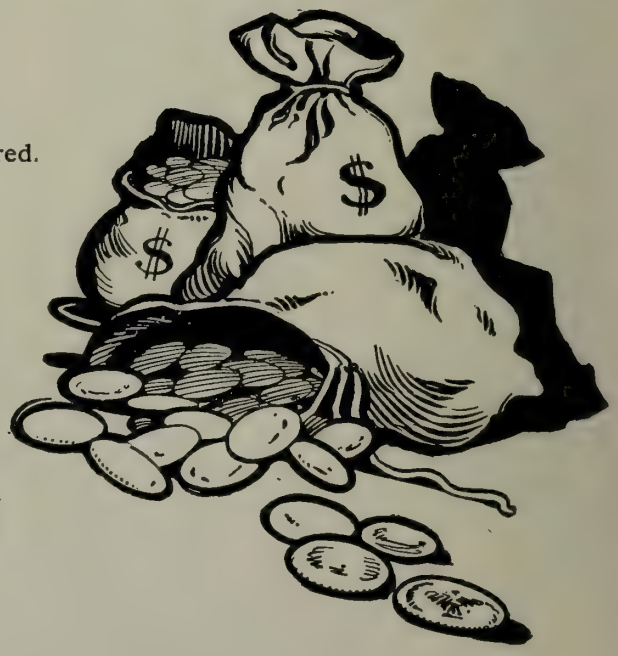
RATES: (Payable in advance)

2c. per word first insertion.

1c. per word subsequent insertions.

5c. extra per insertion for box number if desired.

Write or phone our nearest office.



Hardware and Metal

Montreal - Toronto

Winnipeg

The Public Knows

THE public knows what it wants and asks for the merchandise it knows. It knows Pratt & Lambert Varnishes better than any others. It has been made to know, so that P. & L. Dealers might sell more and make more profit.

Are you getting yours?

Be a P. & L. Dealer. There's money in it.

Benjamin Busy

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CAN.
FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgebury, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada.	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada.	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

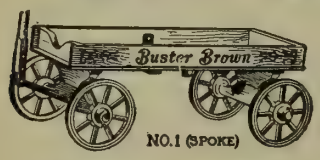
They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

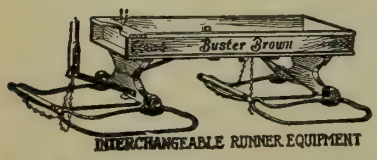
Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



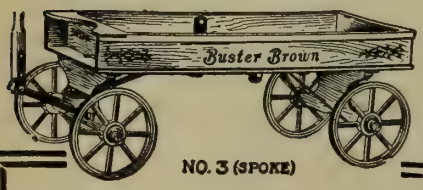
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Replenish Your Stock with Quality Paint

Sell "NEW ERA" and Attract Better Trade.

Hardware dealers who have given NEW ERA a trial are now ***our*** steady customers. NEW ERA is the kind that consumers demand—the kind that satisfies.

INCREASE YOUR TRADE

NEW ERA PAINT

INCREASE YOUR PROFITS

NEW ERA Paint will outlast, cover more surface, hold its color better, stand more changes of the weather and give more brilliant finish than any high-priced paint you can buy. ***Write at once.***

Standard Paint and Varnish Works Co., Ltd.
Windsor, Ontario.

Show Your Customers This Up-to-date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension—Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features, no other can do the work as easily nor as well as the Ford and

No other is as easy for you to sell.

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed and with a steadily increasing demand. We have an excellent proposition. Will you write us for circulars, prices, etc ?

Ford Auger Bit Co.
Holyoke, Mass.

When writing advertisers kindly mention having seen the advertisement in this paper.

Department of Railways and Canals, Canada.

HUDSON BAY RAILWAY.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for construction of Hudson Bay Railway," will be received at this office, until 16 o'clock on Tuesday, the 1st of August, for a section of about 185 miles from Pas Mission to Thicket Portage.

Plans, specifications and form of contract to be entered into can be seen on and after Wednesday, May 31, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Chief Engineer of the Hudson Bay Railway, Winnipeg, at which places forms of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind, that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $200,000.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheques thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,

L. K. Jones,
Secretary.

Department of Railways and Canals,
Ottawa, May 26, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (24)

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell will shortly be calling on you to fix up Agencies

DELTA FILES

FILES OF QUALITY



A Hand Saw File of unusual quality and temper, perfectly constructed. A sure winner.

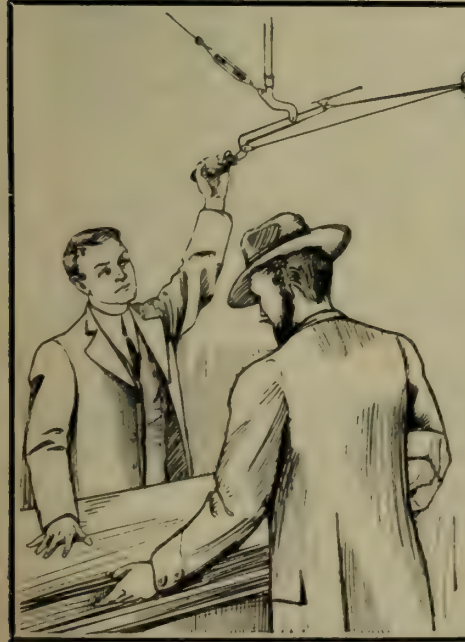
DELTA NEW-CUT FILES are made on slim taper blanks from 4 to 10 inches. The tang is drawn without a shoulder, and the lines on the edge of the file are parallel until very close to the point, when they taper very sharply. They are constructed from the celebrated

S. and C. Wardlow Best English Steel

DELTA FILE WORKS, PHILADELPHIA, PA.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

TRADE MARK DELTA



Keep Your Clerks on the Job!

How often are additional orders missed by the fact that your clerks have to carry change. Their salesmanship is destroyed by the interruption.

The Perfect Cash and Package Carriers

have a hundred uses that mean money in your till. They are simply and durably built, easily installed and sightly.

WRITE US FOR BOOKLET GIVING PARTICULARS AND PRICES.

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONTARIO . . MONTREAL, P.Q

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable HELPERS,
Ask your jobber for them. If they will not supply you address:

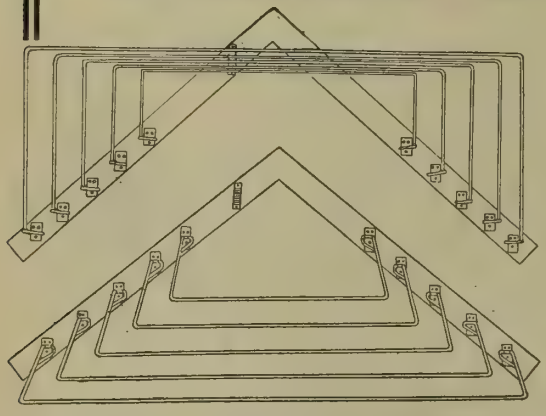
THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively





This
Trade Mark
Ensures
Genuineness
Originality
Perfection
Satisfaction

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range.
When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.
Each bail can be lowered separately without interfering with the others.
The sides of the rack a e made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.
The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.
This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.

Ornamental Garden Fencing

C. H. Johnson & Sons, Ltd., Wire Works, St. Henry, Montreal

Write us for catalogue and prices.

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED
Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

STOVE PIPE ELBOWS



"COOPER" smooth pattern or "O.H." corrugated style

Our Elbows are made of the best quality of Canada Plate. The "O.H." Elbow is locked rigidly at each end and the Cooper is adjustable to a certain extent to fit all makes of stove pipes.

INCHES
2 3 4 5 6 7 8

Cooper are packed 1 doz. in a crate, and "O.H." wired 1 doz. in a bundle.

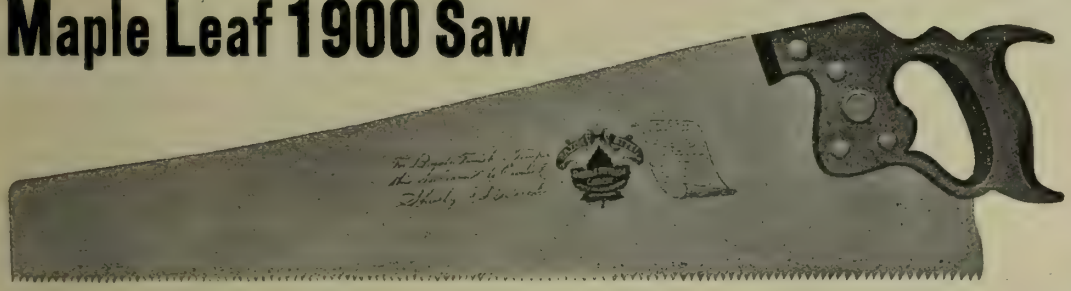
Also made in tin or galvanized iron upon request.



Manufactured by **E. T. WRIGHT & CO.** HAMILTON ONT.
(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man; Toronto Agents—F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.; Vancouver Distributing Agents—Macpherson & Teetzel, Vancouver, B.C.

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED
GALT, ONTARIO ***VANCOUVER, B.C.***

The "BAYARD" Baby Automatic Pistol, Calibre .32 ($7.65^{m}/_{m}$)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL.



OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.



"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

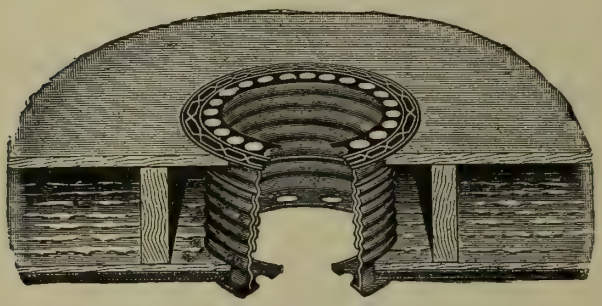
ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 UNIVERSITY AVE.,
TORONTO, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

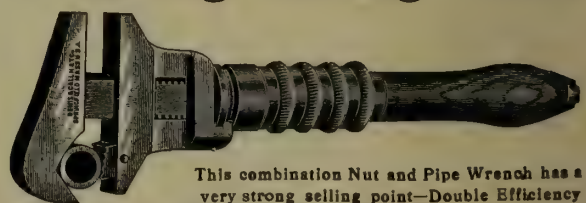
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

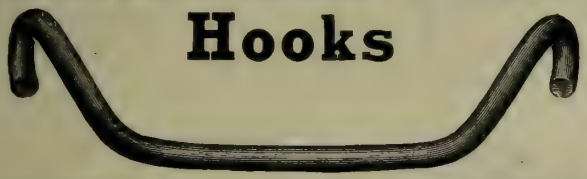
We carry the largest assortment in Canada of

BRASS ROD BRASS TUBING SHEET BRASS

and can make prompt deliveries from stock.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

POTATO BUGS

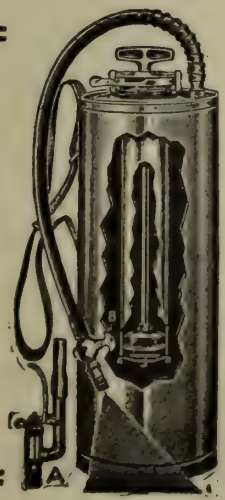
Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market. Potato Bug season will be on shortly. Every Farmer and every man with a garden is interested.

You should have Sprayers in Stock
Write us for Special Terms

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies, Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webuah & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow

FILTERS.

GALVO FILTER & STERILIZER

kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"

FILTERS

"ANTI-SPLASH"
FILTERS Plain or Screw Faucets 25c Write for discts.
Anti Splash Filter Co
Owen Sound Ont.

FLOOR SPRINGS.

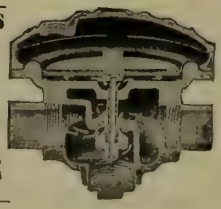
The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
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IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

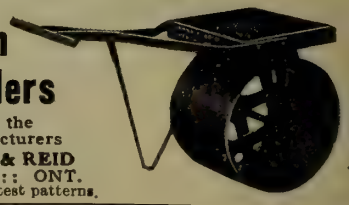
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The world's largest manufacturers of
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62 years' reputation behind every package.
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New York Philadelphia Cincinnati London, Eng.

LAWN ROLLERS.

Lawn Rollers



Write the Manufacturers
JAMES & REID
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We have latest patterns.

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Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
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Catalogue furnished on application

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OUR POSITION IS YOUR OPPORTUNITY.
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Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

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Castings of all Kinds.

Write us for our list of Plow Castings.

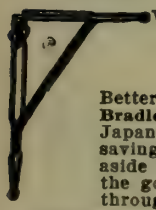
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellee Plates.

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Will Hold Up a Shelf

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Stanchions and Stalls

are guaranteed not to let the cattle loose, and are absolutely sanitary.

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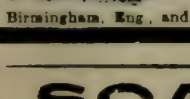
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TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

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We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF

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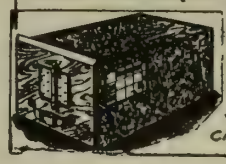
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The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL
HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

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FLEXIBLE DRAG TOOTH HARROWS

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Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. **WRITE FOR CATALOG.**

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The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

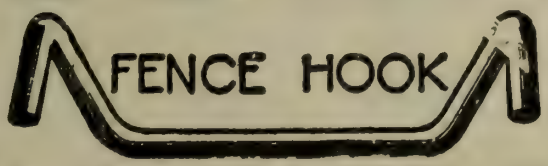
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are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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SCALES OF ALL KINDS

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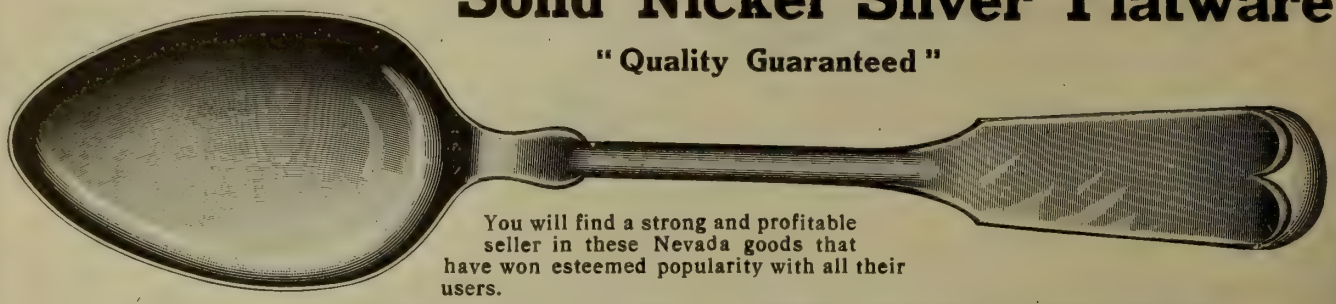
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Solid Nickel Silver Flatware

"Quality Guaranteed"



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All these goods are stamped McG., C. Co., after the word Nevada, our guarantee of quality and finish.

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Indestructible "Elastic Grip" Fibre File Handles

3"	3½"	4"	4¼"	4¾"	5"	5¾"	6¼"	
$2.45	$2.70	$2.85	$3.35	$4.35	$5.45	$7.50	$10.00	per gross

They do not split and will outlast many dozens of the ordinary handles. No splinters or sore hands when using them. Price lower than wooden handles. Ask for discounts. If your dealer cannot supply you, write us direct.

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307 CORISTINE BUILDING : : : : MONTREAL

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



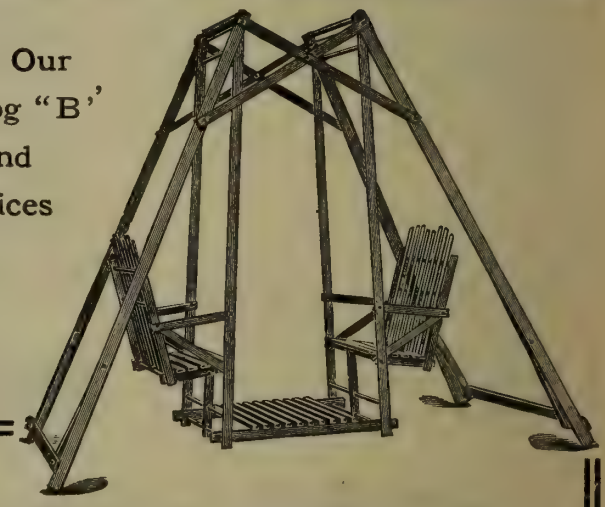
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

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RIGHT IN THE HARDWARE LINE!

A splendid-selling line for Spring and Summer, which every family will buy on sight is the

STRATFORD SWING

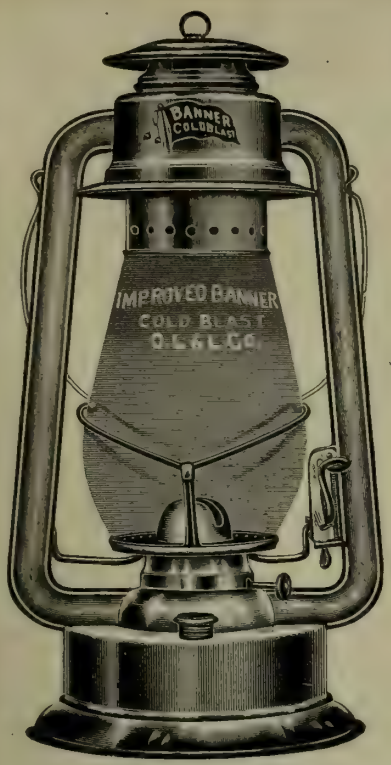
It is made of thoroughly-seasoned wood, and is perfectly safe because it is so well designed, well made and sufficiently bolted.

Seats are adjustable, and foot rest can be placed on level with seats, forming a couch. Can be brought down to a convenient height for children.

Shipped either knocked down or set up and folded.

We also make "Boyers'" Famous Gliding Settee, and all kinds of ladders, garden and park seats.

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Stratford, Canada



"BANNER" COLD BLAST LANTERN

WHY offer your customers inferior lanterns?

WHEN you can get the best for the same money!

Just compare the BANNER with any other

Patent well, patent lift lock. Handsome finish. Burns 15 hours longer than any other.

For Sale by All Jobbers.

Ontario Lantern & Lamp Co., Limited.

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A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

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Antimony, Copper, Tin, Lead, Zinc.

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Corner King Street and Spadina Avenue
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CANADA
CEMENT
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Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

Points to remember in connection with CANADA CEMENT when making specifications.

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Is This Worth Having?

Our Up-to-date RESTAURANT URNS



are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

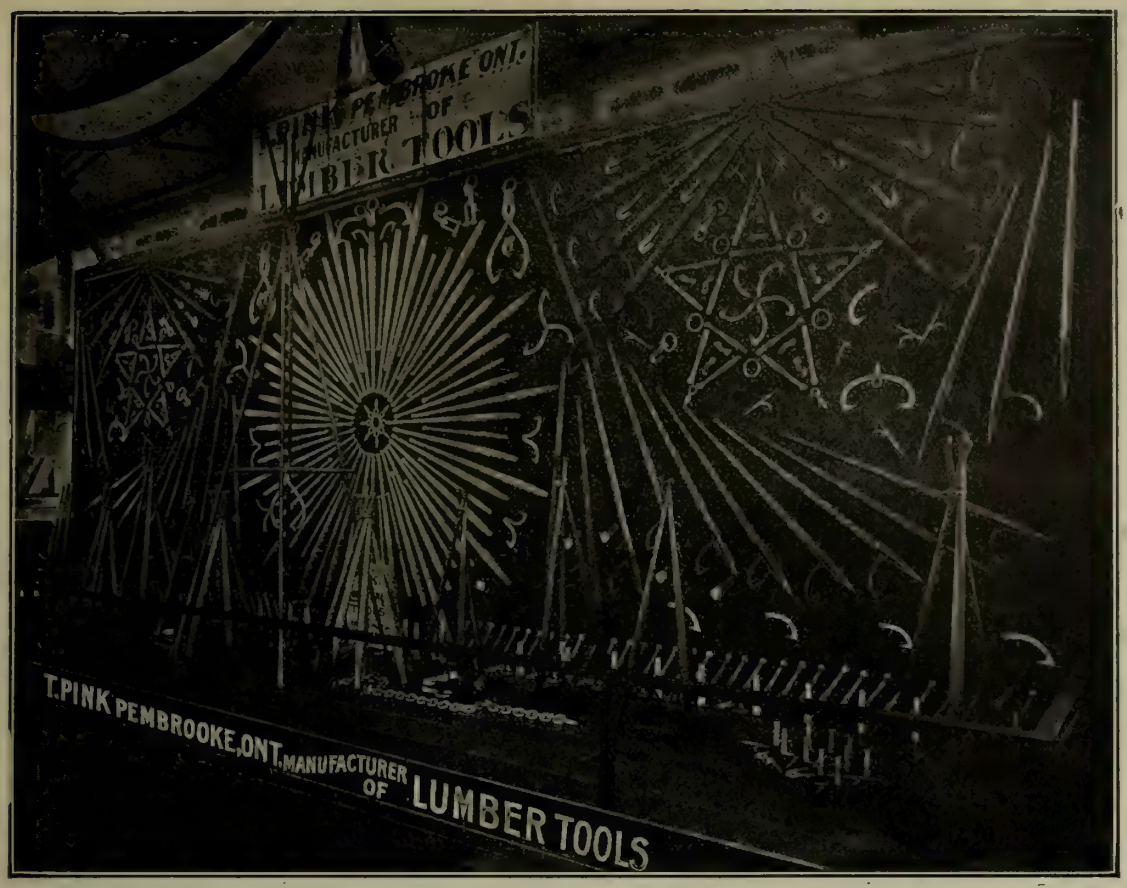
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Try them once and you will come again.

Write To-day.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

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Used by the largest railroads in the world, because it saves them money.

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Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

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But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

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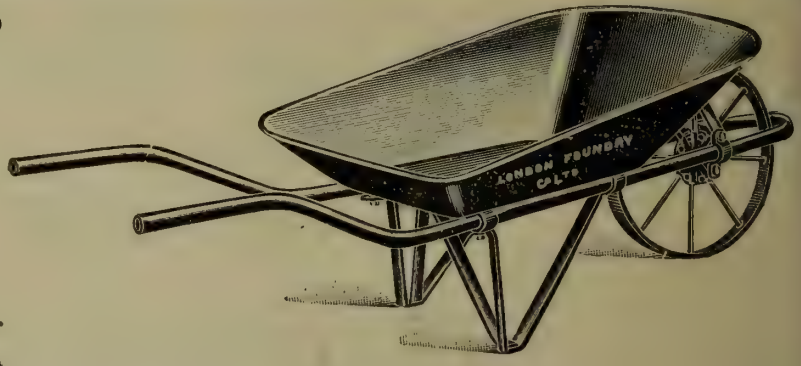
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Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

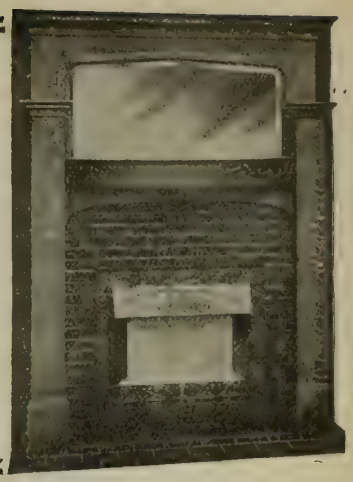
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

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Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR

saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the Zephyr, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.



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Dear Sirs:—

Replying to your favor of May 30th, would say that the "Zephyr" Ventilator is giving good satisfaction.

Yours respectfully,
J. E. HAWKINS.

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The Aeolian Ventilator **Expansion Conduotor Pipe**

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

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MARK III ROSS RIFLES IN STOCK?

This is our target rifle, known also as Mark II**, and it is without any doubt the best target rifle made. If any of your customers want to win prizes, they cannot afford to be without one.

One or two in your window will help draw people to your store.

WRITE FOR DISCOUNTS

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The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



OUR NEW LINE

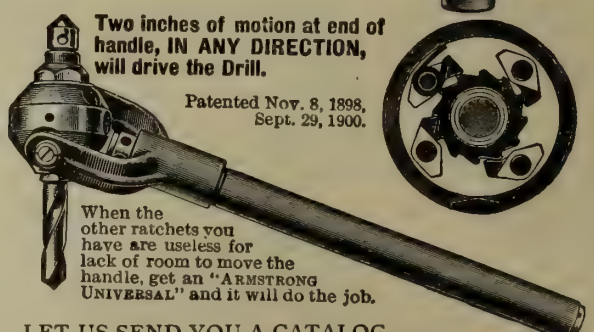


"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

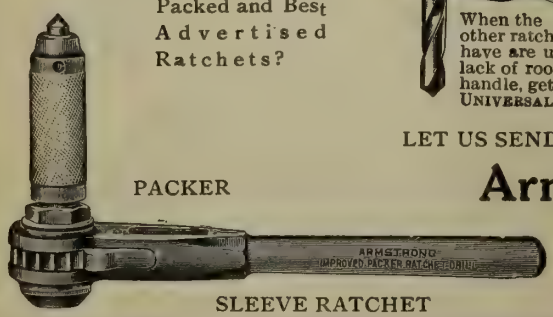
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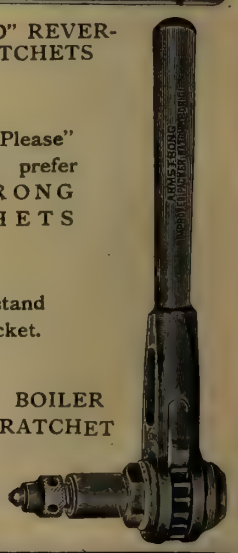
They stand the racket.

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SLEEVE RATCHET



BOILER RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

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AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

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STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

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Est. 1868. Inc. 1895.

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Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

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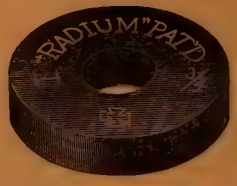
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WORLD'S EXPOSITION, BRUSSELS, 1910

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"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service nothing to equal them has ever been made.

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MONTREAL

GET THE GENUINE

Stanley

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There are no others "just as good."

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CANADIAN REPRESENTATIVE

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MANUFACTURER OF

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REGISTERED TRADE MARK

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PLYERS VICES

For Sale by Leading Wholesale Houses.

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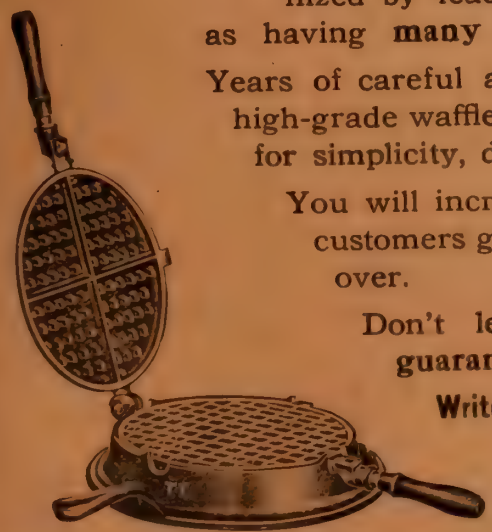
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WAFFLE IRONS



THE TAYLOR-FORBES WAFFLE IRONS are recognized by leading hardwaremen throughout the Dominion as having **many advantages for quick selling.**

Years of careful attention paid to the manufacturing of our high-grade waffle irons have put them in a class by themselves for simplicity, durability and service.

You will increase your trade by giving satisfaction—your customers get an iron that will pay for itself many times over.

Don't let your competitor handle this high-grade, **guaranteed seller** before you do.

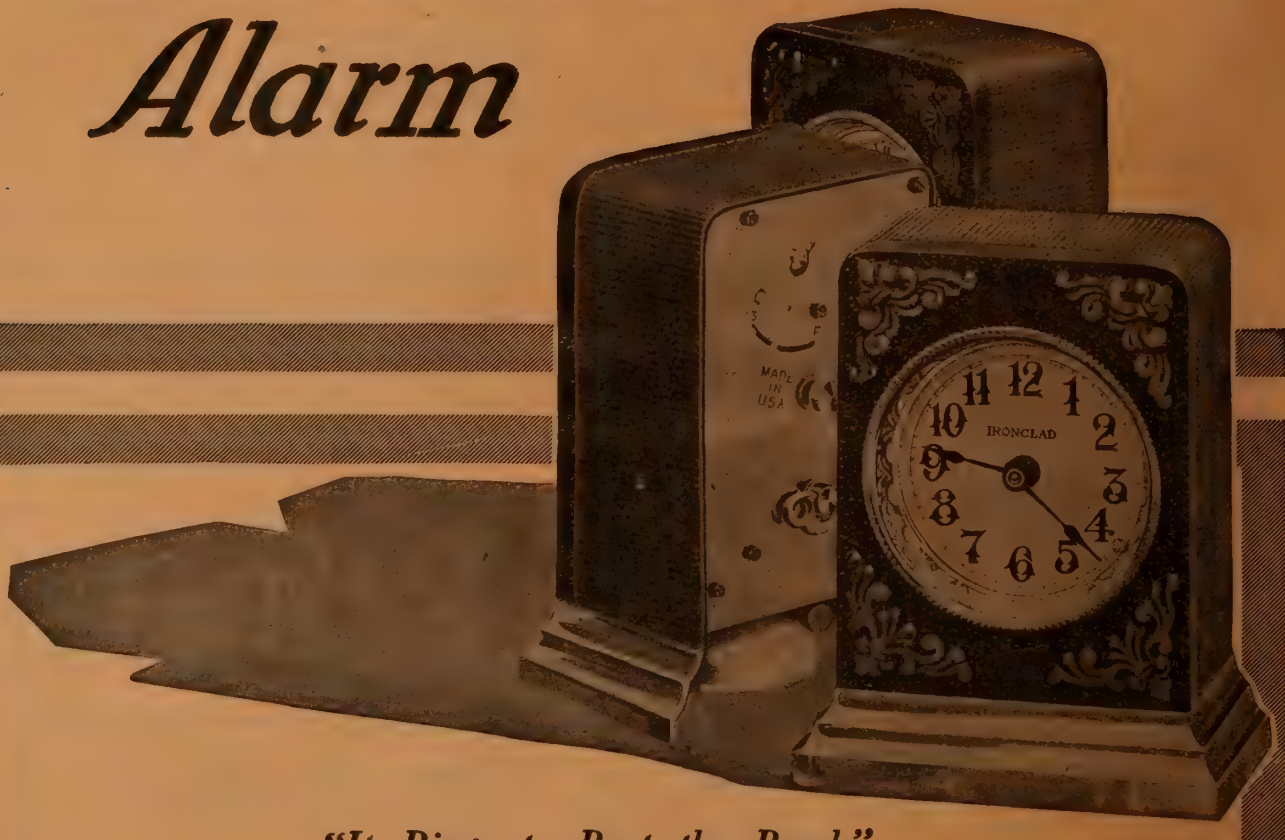
Write at once for prices and descriptive material.

The Taylor-Forbes Co., Ltd., Guelph, Ontario

REPRESENTED BY:—H. G. Rogers—53½ Dock Street, St. John, N.B W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B C. Harry F. Moulden—Travellers' Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 60-62. Want ads page 64.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

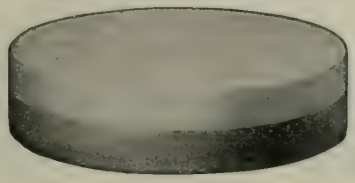
But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

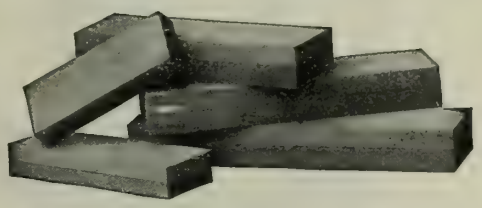


Carborundum Sharpening Stones

Never stay long on the shelves—they sell too fast—the demand is too great. Every dealer wants a stock that keeps moving. Carborundum Sharpening Stones are made to meet every sharpening need from the kitchen to the work bench—from the factory to the farm—they all give a tool a better edge in less time, last longer and do not glaze over. Made from Carborundum—and there isn't anything that is so hard, so sharpening or fast cutting.



The complete Carborundum line, including stones, hones, strops, scythe stones, knife sharpeners and Carborundum paper and cloth, etc., is described in the special catalog. Ask about our free display case offer, discounts, window displays and other trade helps.



THE CARBORUNDUM COMPANY

NIAGARA FALLS, N.Y., U.S.A.

Cable Address: Carborundum. Lieber's Code Preferred.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

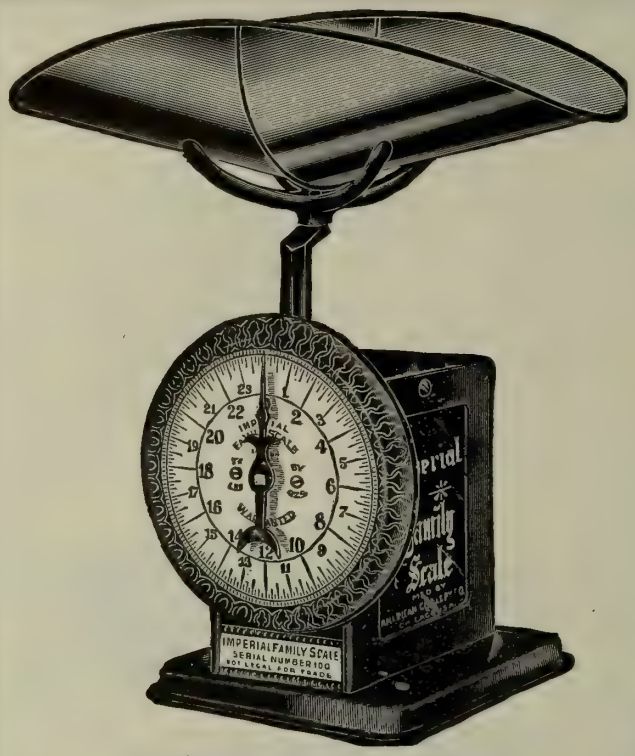
Bores holes up to ⅝ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics. Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

The S.M.P. Improved Deluge Sprayers

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries. Also Horses, Cattle and Swine for keeping off Flies and Lice.



The "DELUGE SPRAYER" throws a fine vapor spray, thus covering a wide surface, which is very important in the spraying of trees, etc.

At the same time it is a great economizer of liquid, and makes a small quantity go a long way.

PRICE ON APPLICATION

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Summer Time is Fly Time

"With slime and filth they
cover their feet:
Then wipe it off on our
bread and meat."

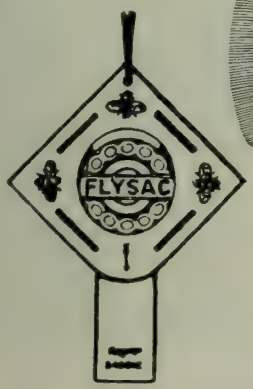
Swat him; catch him; kill him.
He is a dangerous, filthy pest.



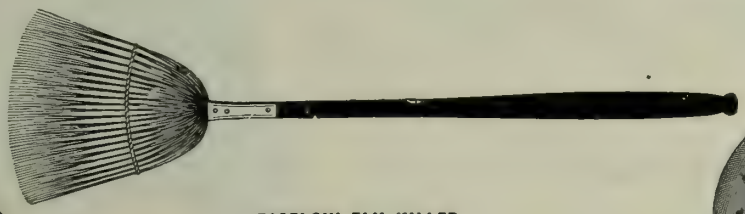
Catching flies on the diamond is all very well, but catching the kind that infest our homes is a necessity, the sawbones tell us, if we would be free from filth and disease.

How about your stock of fly-killing devices? Are you prepared to meet the summer demand?

We carry a Complete Assortment.—Novelties for those who wish to try something new—old stand-bys for the more conservative.



FLYSAC



BIGELOW FLY KILLER

So constructed of Fine Wire Tufts that it kills without mashing the fly. It allows the air to pass through the wires and doesn't create a draught to blow away the fly when striking.

Broom Shaped, Tinned Wire Head, 5 x 4½ inches. Black Enamelled Hardwood Handle; Brass Ferrule. Length over all, 15 inches. List Price per dozen, $1.90.

One dozen in a box



BALLOON FLY TRAP

One of the best means yet devised for catching large numbers of flies in a small space.

Tinned Wire Body, Tin Bound Edges, Red Stained Wood Bottom. Height 6½ inches, diameter 5½ inches.
List price per dozen, $2.70. One dozen in a carton.

The Best Tape Fly-catcher on the Market.

Stocks well and Packs well, Cleanly to handle. Tape pulls out to 27 inches in length, ¾ inch wide; Evenly and Thickly Coated with a Sure-catching Gum. **They Get on and Stay on.** List price per box of 50, $1.50.

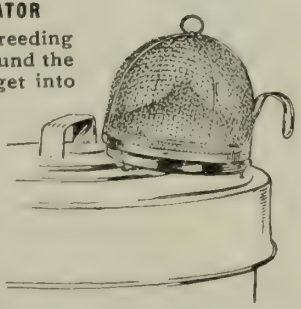


TANGLEFOOT FLY PAPER

Economical, Sanitary. Always a good seller. Preferred to Poison Fly Paper or Liquid Poison as it doesn't let the flies get away to fall into the hash, butter or gravy.

Size of Sheet 9 x 16 inches.
25 Double (50 single) sheets in a carton - - $0.80
250 Double (500 single) sheets in a case - - 7.14

OUTDOOR FLY EXTERMINATOR



Catches them in their breeding places, in the stable and around the garbage can, before they get into the house. Same principle as the Balloon Trap, but heavier and reinforced with guard wire.
Can be set on shelf or table, fastened to the garbage can or barrel or anywhere.
Brass Plated Wire, Brass Plated Tin Bottom.
Height 5 in., diameter 4½ in.
List Price per dozen, $5 50
One Dozen in a Box.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

"MORSE"

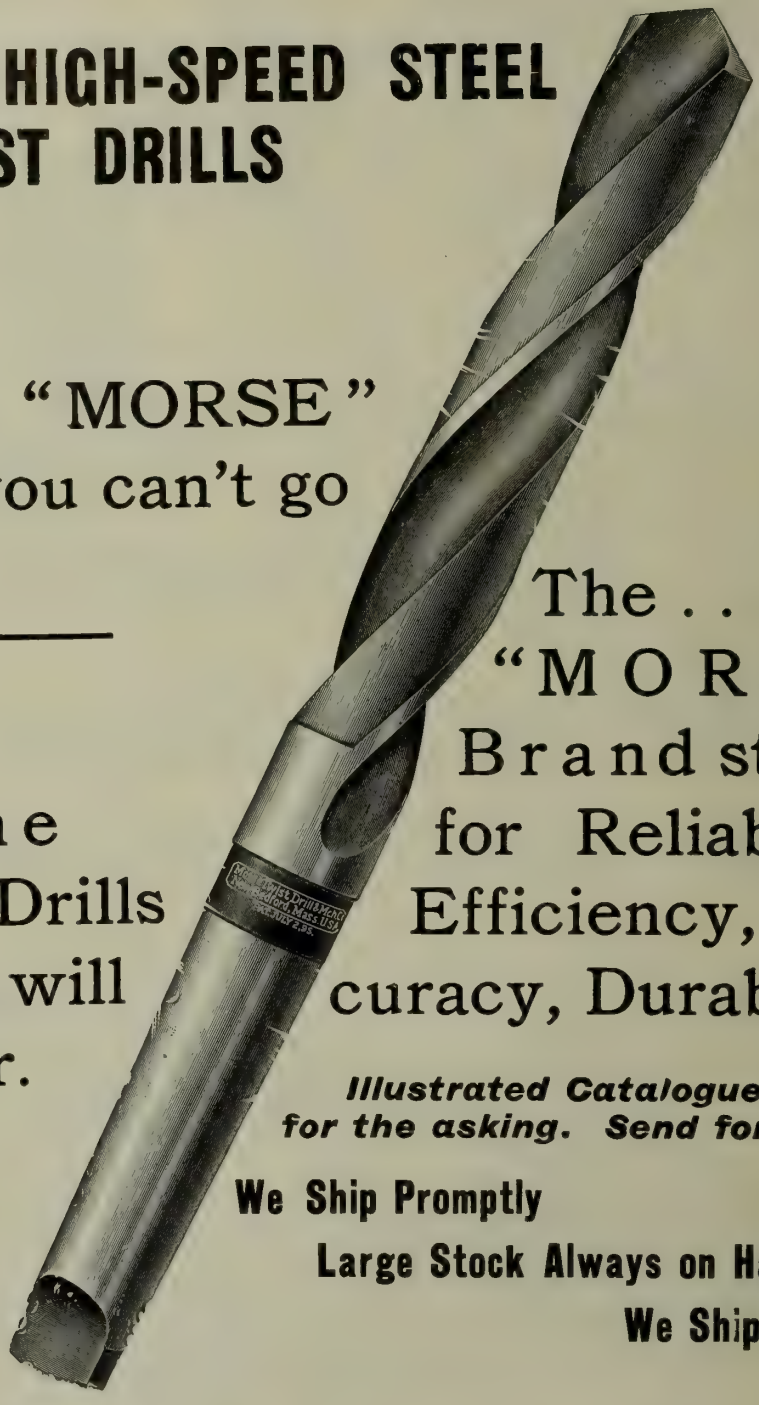
CARBON and HIGH-SPEED STEEL TWIST DRILLS

"Merchants"

Carry the "MORSE" Brand and you can't go wrong.

"Consumers"

Give the "MORSE" Drills a trial. You will use no other.



The . . . "MORSE" Brand stands for Reliability, Efficiency, Accuracy, Durability.

Illustrated Catalogue Free for the asking. Send for a copy.

We Ship Promptly

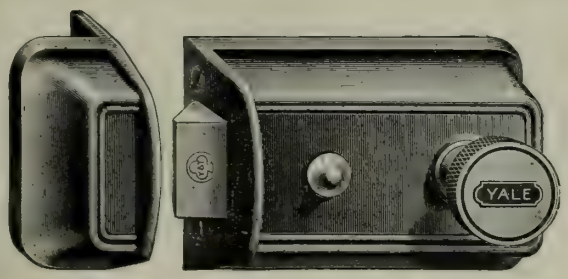
Large Stock Always on Hand

We Ship Promptly

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

Montreal, - - - - - Canada



Insure Your Customers Against Burglars

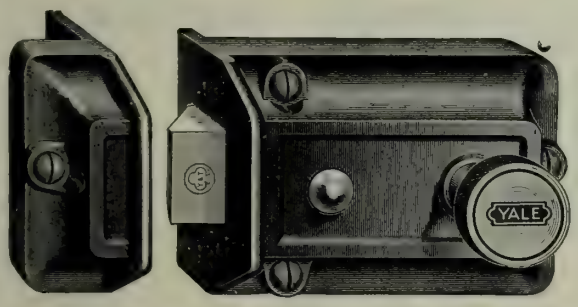
BY SELLING THEM



YALE
No. 42
OLD COPPER FINISH
2⅜ x 3½ inches.



THREE KEYS WITH EACH ONE

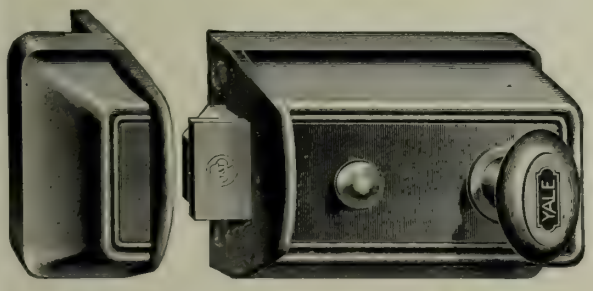




YALE
No. 042
JAPANNED CASE
2½ x 3⅝ inches.



THREE KEYS WITH EACH ONE





YALE
No. 44
AUTOMATIC DEAD LOCKING OLD COPPER FINISH
2⅜ x 3½ inches.



THREE KEYS WITH EACH ONE

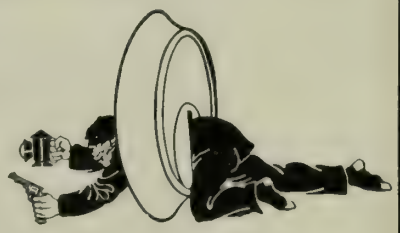
YALE

NIGHT LATCHES

Keep away from inferior substitutes that may fool some people.



They are as wolves in sheep's clothing. Outwardly they may look good, but beware of the inside. YALE Locks are secure both inside and out. YALE Cylinders can not be "picked" with hairpins, pieces of wood, or anything but the particular keys made for them.



WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

See our General Catalogue for Assortment Yale Locks and Padlocks

The Steel Company of Canada, Limited

OPERATING

Canada Screw Company, Limited, Hamilton.
Canada Bolt and Nut Company, Limited, Toronto.
The Dominion Wire Mfg. Company, Limited, Montreal.
The Hamilton Steel and Iron Co., Limited, Hamilton.
The Montreal Rolling Mills Company, Montreal.

WIRE NAILS

...

A trial order solicited.

...

Prompt shipment made.

...

Special gauges made on short notice.

HEAD OFFICE: HAMILTON, CANADA

BOY SCOUT GOODS

In Baden Powell Design



The great number of Boy Scout Corps which have been recently formed in this country has given the Hardware Dealer another opportunity to be headquarters for a good salable line.

The Boy Scout Knife
The Boy Scout Hatchet

We are in a position to supply the trade with "Boy Scout" Knives and "Boy Scout" Hatchets from reliable English makers, also the best quality second growth ash staves.

There is a big demand for these goods now.

SEND US YOUR ORDERS.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

C S G Co. CRESCENT BRAND

BUTTS AND HINGES

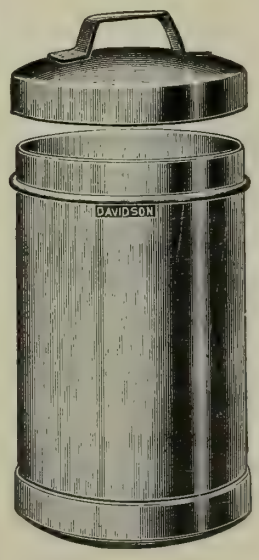
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

A New Line of Practically Indestructible

ICE CREAM CANS and TRIMMINGS



Made in four sizes, 1, 2, 3, and 5 gallons, with 18 Gauge bodies, 14 Gauge Covers and Bottoms.

Prices on Application

These Cans are very heavy and strongly made and will stand any amount of rough HANDLING and ABUSE. Covers and Bottoms are made from 14 gauge steel heavily retinned to prevent rust. The trimmings are practically indestructible owing to the heavy material used and can be made up on new bodies time and time again at slight cost.

We also have in stock, **Ice Cream Freezers—Ice Cream Dishers—Oil Stoves and Ovens—Water Coolers—Ice Chests—Sprinklers, etc., etc.**, and can supply same at right prices.

Our Travellers cover the Dominion—and if you are not handling our goods write us and we will arrange for one of them to call when next in your vicinity.



The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.

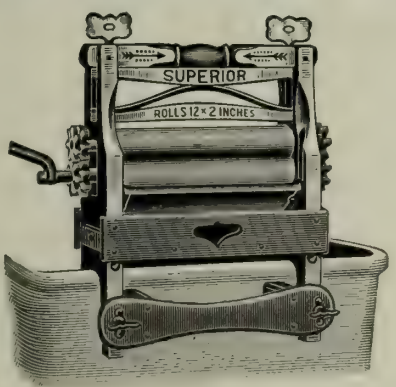
ARROW BRAND **CLOTHES WRINGERS of this style are especially Designed for Modern Houses which are all fitted with Stationary Tubs.**

They have 12x2 in. Rolls and Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick





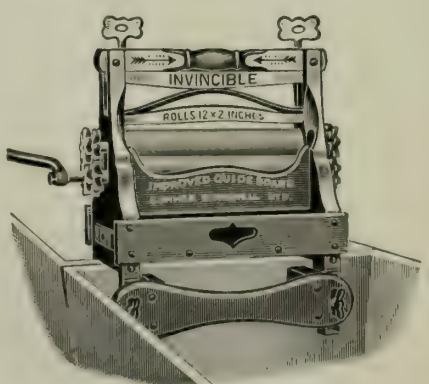
SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs.

Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



Stock them The demand is growing

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

Made only by

Cummer-Dowswell Limited, Hamilton, Ont.

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

XCELLS NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for.
Registered.



Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY.
Write for Prices and Catalogue.

MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.



The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

AN HONEST ROPE



Honesty—trust-worthiness is one of the highest qualities in the human character. So it is with any article of merchandise. The thing which makes it most valuable is the honest quality which is made a part of it by the manufacturer.

Good, sound raw material and intelligent, honest workmanship, not only talked abont but actually put into the goods, are what make an article trustworthy—desirable.

In this class for thc last eighty-six years has been

PLYMOUTH ROPE
"The Rope You Can Trust"

There is pleasure in using an article of this kind—there is satisfaction in selling it. Are you getting some of this satisfaction ?

Our well distributed stocks and the readiness with which your jobber can get his supply of PLYMOUTH rope make the filling your orders easy and prompt.

Tell your Jobber to send you PLYMOUTH next time.

INDEPENDENT CORDAGE CO., LTD

Canadian Sales Agents
55 COLBORNE STREET, TORONTO, ONTARIO

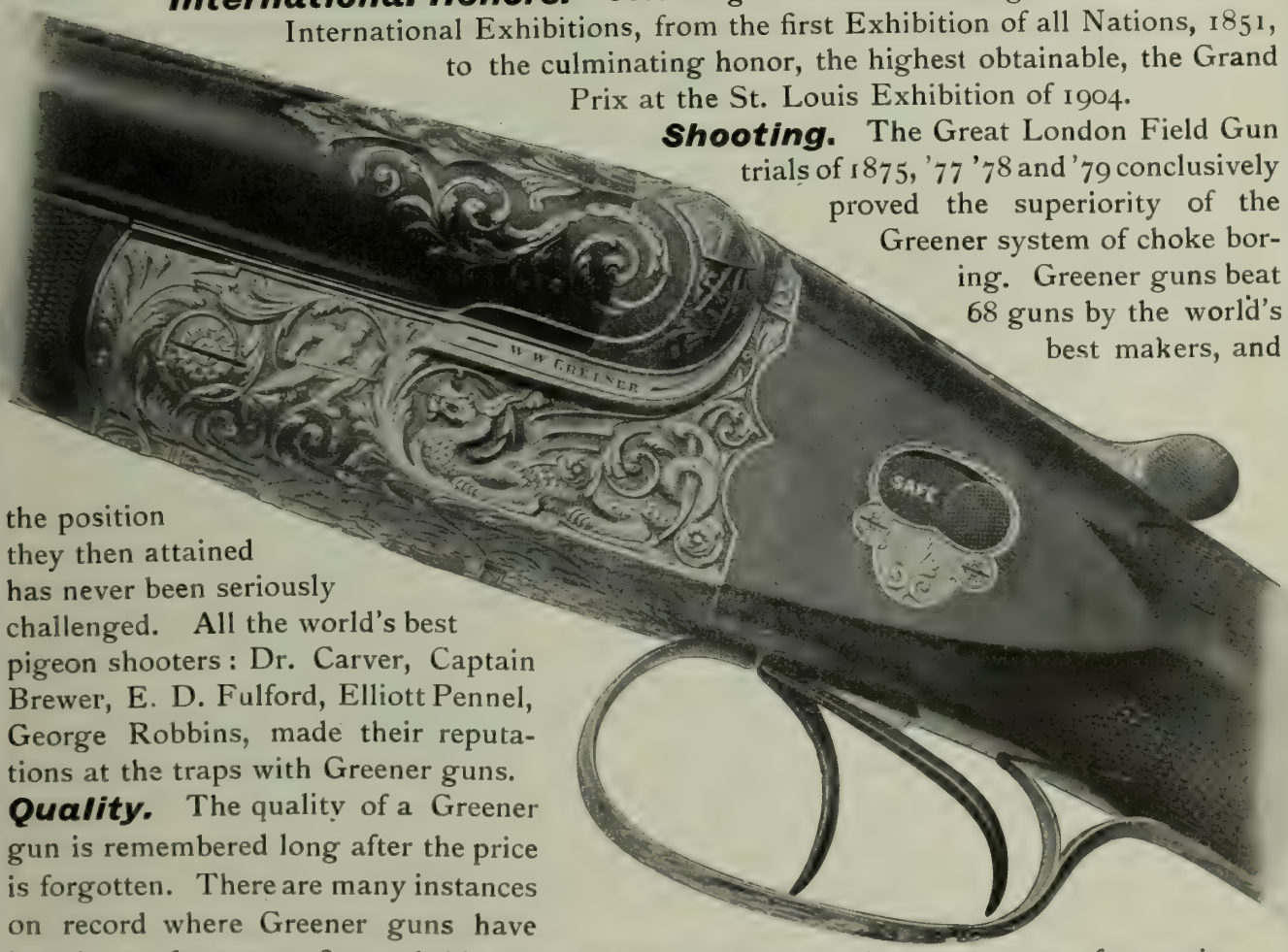
Stocks at TORONTO, MONTREAL, HALIFAX, ST. JOHN, WINNIPEG, VANCOUVER

THE WORLD'S BEST GUN IS A GREENER

This is not merely what *we* say. Facts prove it.

International Honors. Greener guns have taken highest honors at 27 International Exhibitions, from the first Exhibition of all Nations, 1851, to the culminating honor, the highest obtainable, the Grand Prix at the St. Louis Exhibition of 1904.

Shooting. The Great London Field Gun trials of 1875, '77 '78 and '79 conclusively proved the superiority of the Greener system of choke boring. Greener guns beat 68 guns by the world's best makers, and the position they then attained has never been seriously challenged. All the world's best pigeon shooters: Dr. Carver, Captain Brewer, E. D. Fulford, Elliott Pennel, George Robbins, made their reputations at the traps with Greener guns.



Quality. The quality of a Greener gun is remembered long after the price is forgotten. There are many instances on record where Greener guns have been in use for twenty-five and thirty years without costing their owners a cent for repairs.

Finish. None can equal the Greener gun for beauty of design, strength and simplicity of mechanism and high class finish, no matter what the quality may be. Greener guns are made by expert gunmakers, having three generations of experience, and possessing a practical knowledge of the sportsman's requirements.

Let us advertise the fact that you handle Greener Guns, and every sportsman in the district will visit your store.

Write at once to our Canadian Branch for list and wholesale terms.

W. W. GREENER

63 & 65 Beaver Hall Hill, MONTREAL
30 Church Street, : : : NEW YORK, U.S.A.
WORKS: LONDON and BIRMINGHAM, ENGLAND

PREPARED DECORATIVE BURLAPS

Oil-coated and Double-sized.
Widths of 30, 36, 45, 54, 72 and 90 inches.
Length of rolls 30 yards. Split to any width desired.

The Modern Wall Covering

ECONOMICAL SANITARY ATTRACTIVE

Used extensively in Dwelling Houses, Hotels, Halls, Churches and Public Buildings, and, in fact, in all places where a combination of attractiveness and comfort, combined with low cost, is desired.

The ever increasing demand for our Burlaps is the best evidence of their worth.

ECONOMICAL
DURABLE
CLEANLY
BEAUTIFUL
DUST PROOF

SANITARY
NON-FADING
ATTRACTIVE
DAMP PROOF
EASILY CLEANED

Our Oil-coated Burlaps already have the base colors thereon and it is only necessary to give them a light coat of oil paint of the desired tint after being applied to the walls.

DYED BURLAPS

We can also supply this line in shades of Crimson, Green, and Brown, in widths of 36 inches and 72 inches only, and in lengths of 25 or 50 yards.

Write for Sample Book and Pamphlet giving Prices and Useful Information concerning them.

MANUFACTURED BY

The Dominion Oil Cloth Co., Limited

MONTREAL



Silver That Gives Lasting Satisfaction

The pleasure that is taken in the refined lines of beauty and dignified designs, the assurance of worth and long wear which is given by the trade-mark

1847
ROGERS BROS.

place this ware on a higher plane than ordinary silver plate. Reputation for long wear has won for it the title

"Silver Plate That Wears"

Silver ware should do more than appeal to the eye. The kind of silver that looks well on the show case but will not stand daily service is not a good kind to buy nor a good kind to sell.

The dealer who handles

1847 ROGERS BROS. X S TRIPLE

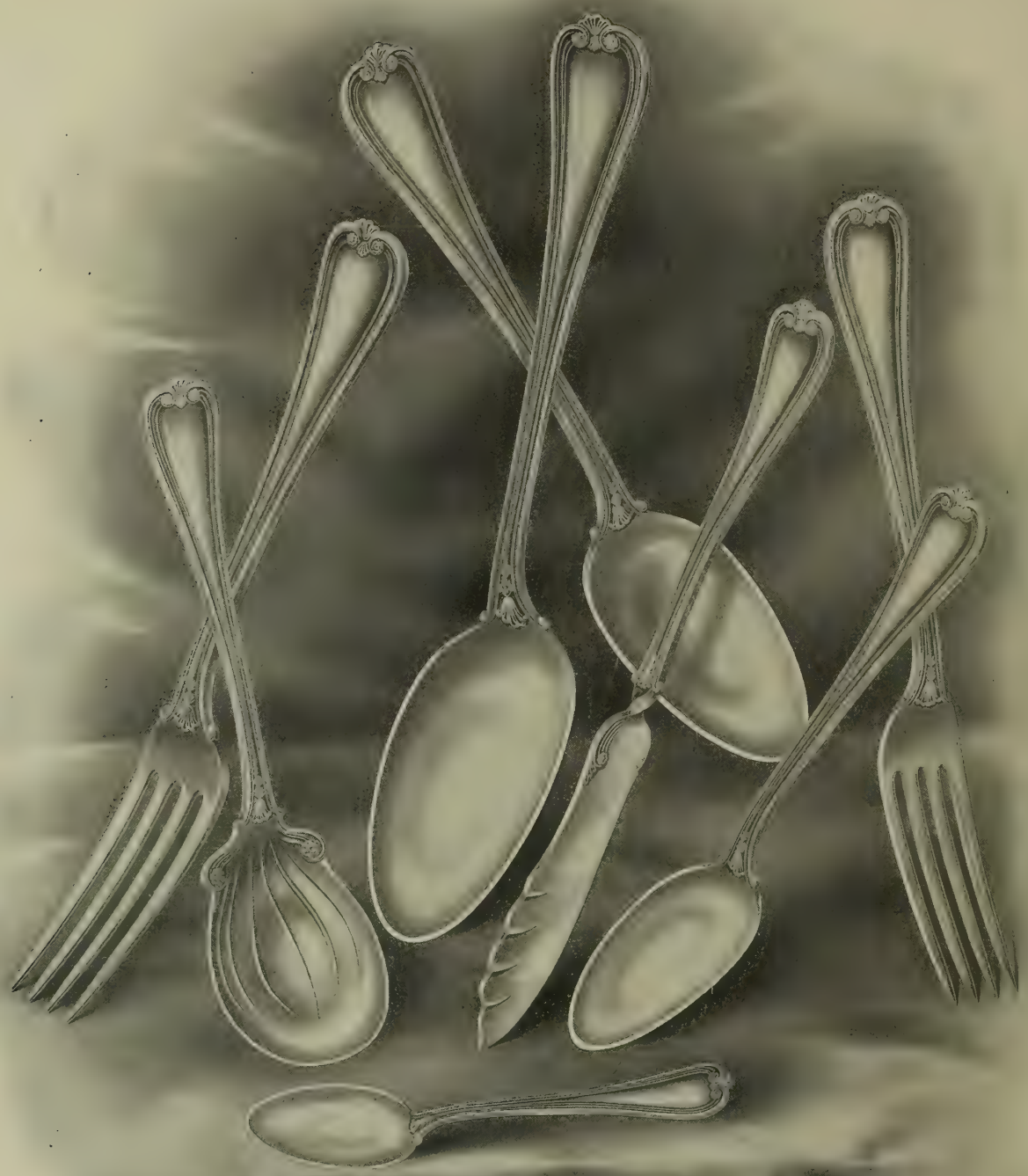
is able to **TALK QUALITY.** Not only do these goods look well but they **WEAR** well.

There are other makes of "Rogers" goods, but only one

1847
ROGERS BROS.

the genuine, and for sixty-one years the standard of excellence—the heaviest Triple-Plated Table Silverware obtainable.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA



THE "PRISCILLA" PATTERN

Colonial in shape and graceful in outline. It possesses a homelike charm which at once appeals to the refined taste. It is a pattern that you would use on your own table. In quality and workmanship it is upon the same high plane as all goods bearing the stamp—

1847 ROGERS BROS. MERIDEN B. CO. COMPANY **X S TRIPLE**

"Silver Plate that Wears"

Meriden Britannia Company :: Hamilton, Canada

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



We both lose money if YOU are not a FORD dealer

We are spending large amounts of money to help you sell Ford Auger Bits. Our magazine advertising, together with our personal letters to carpenters, electricians, mechanics, etc., reach practically every Auger Bit user in the country.

We're telling them why they should use **FORD** Bits—just wherein they're superior to all others, showing how better results are obtained through their use, and asking them to call for FORD Bits by name.

We need YOU— we want YOU

You'll find FORD Bits easy and profitable to handle, because our advertising makes sales easy and the lasting satisfaction that every **FORD BIT** gives makes each sale profitable. A Ford buyer is a steady customer.

You run no risk in handling Ford Bits—each one is thoroughly guaranteed—guaranteed on a money-back basis.

You can help us—we can and will help you.

Let's get together.

We'll promptly send you samples, catalog and name of nearest jobber.

Ford Auger Bit Co.

Holyoke, Mass.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information

Don't forget to mention this paper

Department of Railways and Canals, Canada.

HUDSON BAY RAILWAY.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for construction of Hudson Bay Railway," will be received at this office, until 16 o'clock on Tuesday, the 1st of August, for a section of about 185 miles from Pas Mission to Thicket Portage.

Plans, specifications and form of contract to be entered into can be seen on and after Wednesday, May 31, at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the office of the Chief Engineer of the Hudson Bay Railway, Winnipeg, at which places forms of tender may be obtained.

Parties tendering will be required to accept the fair wages schedule prepared or to be prepared by the Department of Labor, which schedule will form part of the contract.

Contractors are requested to bear in mind, that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signature, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $200,000.00 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheques thus sent in will be returned to the respective contractors whose tenders are not accepted.

The cheque of the successful tenderer will be held as security, or part security, for the due fulfilment of the contract to be entered into.

The lowest or any tender not necessarily accepted.

By order,

L. K. Jones,
Secretary.

Department of Railways and Canals,
Ottawa, May 26, 1911.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (24)

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY
LIMITED
Toronto, :: Canada

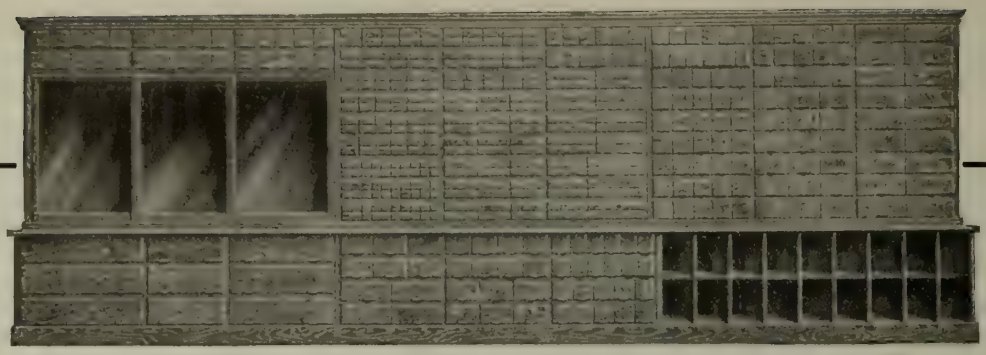
PEASE-WALDON COMPANY
LIMITED
Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



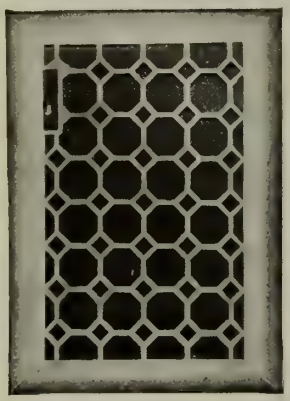
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



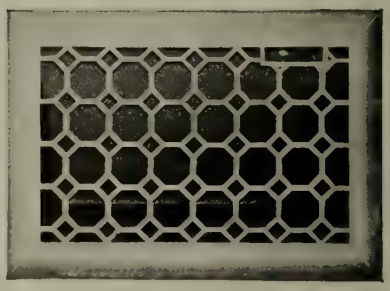
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

SUPREME Gas Ranges

Canada's very best

If you are not getting your share of the summer Gas Range Trade, that is your fault, not ours.

A good article always creates a demand for itself and every one which you sell will advertise itself and help to sell others.

That is OUR experience with the Supreme line and why not make it YOURS ?

This range is chock full of talking points, so is our Supreme Steel and Cast Iron line, noted for their 50% fuel saving guarantee.

WRITE US.

The Supreme Heating Company, Limited

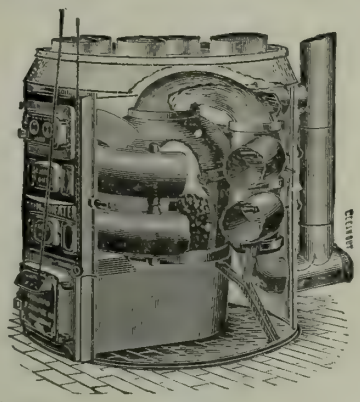
WELLAND - - ONTARIO



Standard Double Oven Type

THE "CANADIAN HOWARD"
Double Radiator Furnace

The Furnace of Reliability.



The Furnace of Service.

The "CANADIAN HOWARD" advantage over other furnaces is plainly seen.

The full benefit of the heat is realized as it first passes through the dome, into and around the upper radiator, and thence into and around the lower radiator, before reaching the smoke exit, thereby making a long undivided and uninterrupted circuit and consequently affording an enormous Radiating Surface.

The "CANADIAN HOWARD" is finished by experts, and is easy to operate. The best material only is used in its manufacture.

This is a quick seller. Give it a trial.

The C. Norsworthy Co., Limited,
ST. THOMAS, - ONTARIO.



Copp's Stoves and Ranges

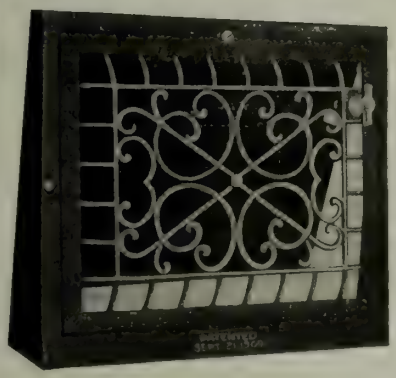
SILVER QUEEN

The Silver Queen in both the 16 inch and the 18 inch ovens is being distributed and we recommend the Trade to secure samples. The 1911 improvements made it one of the most attractive, medium priced Ranges made. Has Lift Key Plate—Sliding Gradable Direct Draft Damper—Deep Ash Pan—Large Fire Box—Patent Low Closet, draws out—Draft Regulator in Closet Pipe—Reversible, Interchangeable Fire Linings

"The Western Stove Makers"

W. J. COPP SON & CO

FORT WILLIAM, WINNIPEG. VANCOUVER.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.



Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15¼x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22¼ in.
65	19x18½x12 in.	39x24¼ in.

Double Oven

No.	Size of Oven	Size of Top
70	15¼x16½x11	15¼x16x8½
80	16¼x16½x11	16½x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



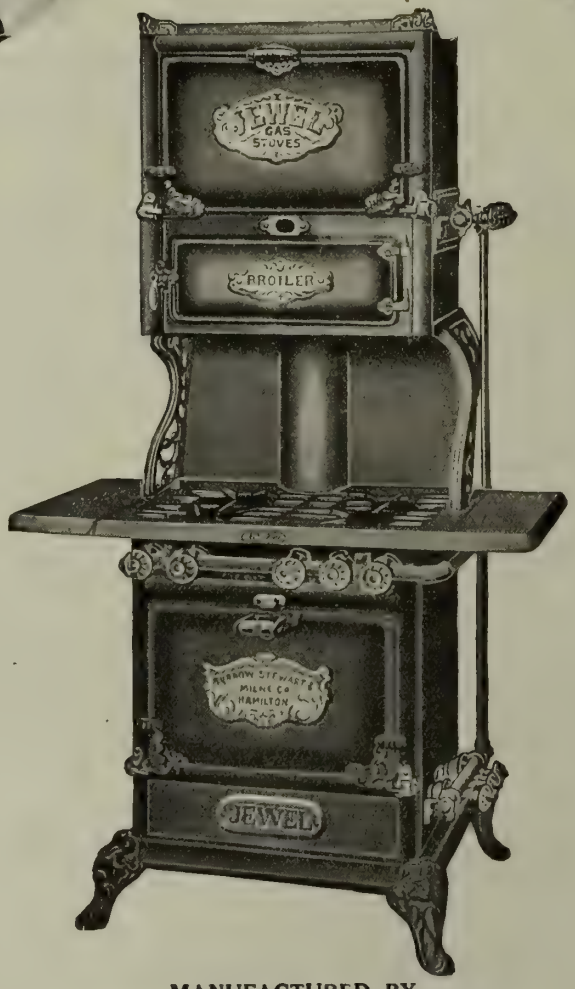
The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated. Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners **can** be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

If you have not got our catalogue, write us for one.

All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

Get our Catalogue No. 69

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Limited

Head Office and Factory at HAMILTON **Winnipeg Branch, 130 James Ave.**

Agencies at Toronto, Montreal, Vancouver.

Preserving Season Specialties



The Preserving Season is at hand, are you prepared for it?

We show herewith illustrations of Lipped Preserving Kettle and Lipped Saucepan.



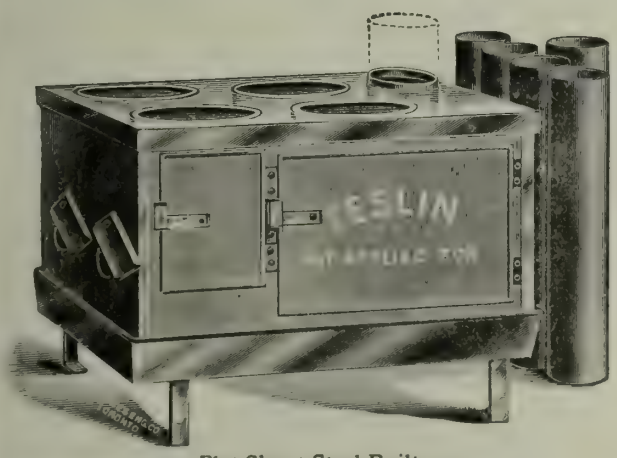
We can supply the Lipped Kettle in thirteen sizes and the Saucepan in eleven sizes, both in Canada and Imperial Ware.

CAMPERS' SUPPLIES

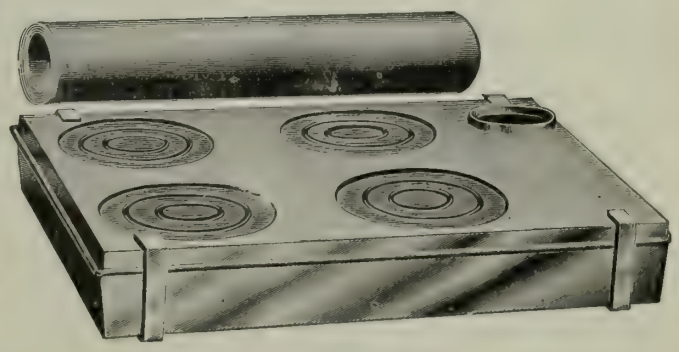
Now is the season to prepare for Campers' Supplies. We show below one style of Camp Stove, but we would like to send you our Campers' Supply Catalogue which shows several lines of Camp Stoves and other accessories.

The "Teslin" Camp Stove.

The "Teslin" will be found a very satisfactory stove for camp purposes.



Flat Sheet Steel Built up.



Knocked Down.

The "Teslin" is strong and durable and packs compact for shipping.

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON



Morrison's Improved INJECTORS

HAVE STOOD THE TEST OF SERVICE

They have been used for many years and have proved themselves the most economical Injectors to install and the most reliable in all classes of work.

An Unusual Opportunity

Take advantage of this opportunity to get the HIGHEST GRADE INJECTOR on the market---one that is recognized by engineers as the BEST. It operates at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements. We have established and maintain the highest quality known in J.M.T. Standard Injectors and J.M.T. Improved Injectors. They have strong working points and give perfect satisfaction.

Write for Catalog.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO

"The Most Valuable and Serviceable RANGE OF THEM ALL"

The Empire Chinook

is a valuable range for you in terms of cash profits and you **never have any kicks** from your customers.

The "Empire Chinook" is absolutely reliable and is built to meet the demands for a cheap and serviceable range.

The material with which it is constructed has been carefully selected and manufactured by skilled workmen.

The **Chinook** is the finest in design and finish that has ever been offered at such a reasonable price.

The guaranteed operating qualities are the same as on our more expensive ranges.

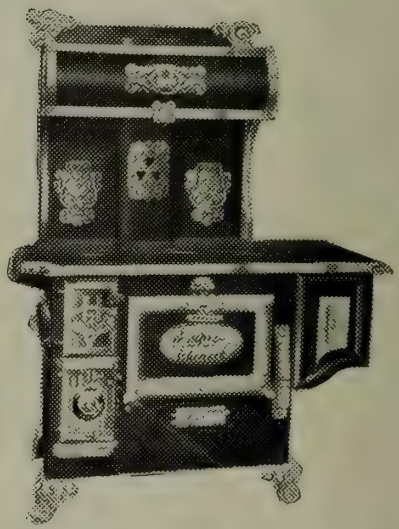
It will pay you to investigate. **Write for prices and discounts.**

The Canadian Heating and Ventilating Co.

OWEN SOUND LIMITED ONTARIO

Agents—M. C. Drew & Son, Vancouver, B.C.; Christie Bros., Ltd., Winnipeg, Man.; Canada Stove & Furniture Co., Montreal, Que.

The Empire Chinook



COAL WOOD



ORNAMENTAL CONDUCTOR HEADS



No. 1022

They give "class" to a job without adding very much to the cost.

Send for our catalogue, and show these Heads to your Builder Customers —it will help your trough and pipe work.

A little individuality in your jobs brings more of them to you.

Made for any size or style of pipe.



No. 1016

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(6)



You will not know how fast Vol-Peek sells until you have some in stock to show your customers.

Vol-Peek is a fast selling Granite Cement. It mends holes in pots and pans of every description---Agate, Iron, Tinware, Graniteware, Copper, Brass, Aluminum.

Vol-peek is put up in catchy two-color display stands, showing attractive advertising matter that has Sales-compelling influence. Simply call your customers' attention to it ---one sale a day---that's a stand a month.

One of these stands contain thirty 15c.-packages. It costs, delivered to you, with a supply of advertising matter, $2.50 per stand, with your invoice dated 30 days. You practically do business on our money---and keep the profit.

If you have not received a copy of "**Good Pickings,**" with a sample of Vol-Peek, send your name for one.

H. Nagle & Co.

Montreal - Quebec

Leeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE

From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

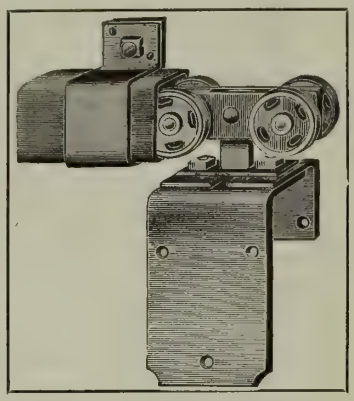
Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.

A Line of Distinction



No. 20 Richards Gem

Build your hanger trade on the R-W line. It is extensive and profitable.

Richards-Wilcox

Manufacturing Co.

Aurora, Illinois, U.S.A.

Metal Ceiling and Sidewall

Designs that are Extremely Attractive



Ceiling Design, No. 752

You will save time and money by adopting our ceiling material.

Send Measurements for Estimate

McFARLANE & DOUGLAS, Ltd.

250-260 Slater St., OTTAWA

"MALTHITE" ROOFING

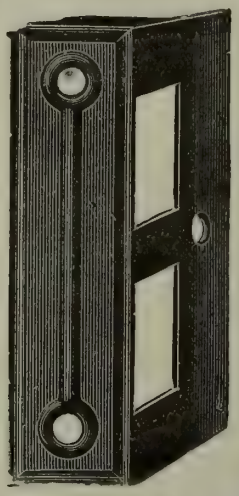
"Malthite" Roofing will prove its worth as a line for you to handle—**it gives you large profits and will satisfy your trade by the best of service.**

"Malthite' Roofing is made from selected materials and is absolutely waterproof. It does not crack and will stand harder usage than any other when properly laid.

"Malthite" dependability has placed it in many of the foremost stores in Canada. Write us.

The Dominion Roofing Co. of Canada, Limited

31-33 Front Street East, Toronto, Ont.



NATIONAL STEEL RIM -LOCKS-

are the simplest, strongest and most durable locks on the market. They will strengthen your hold on the highest class of your trade.



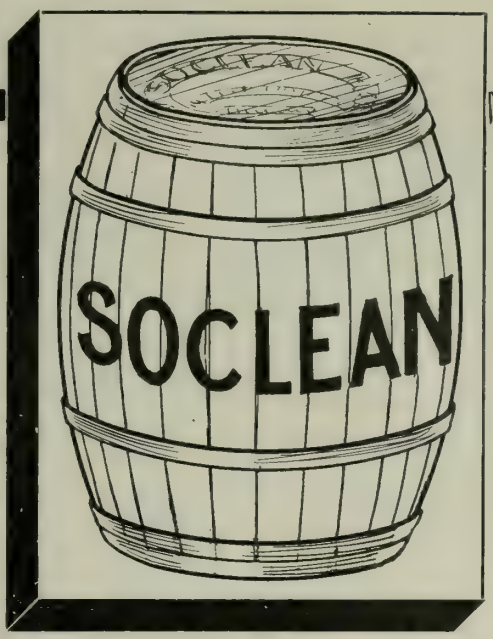
The Locking Mechanism, entirely pivoted on a central pin, is very simple and cannot get out of order. This is a great advantage over other styles. It will pay you to **write at once** for samples and prices or order direct from your jobber.

National Hardware Company, Ltd.

ORILLA, ONTARIO, CANADA

SOCLEAN

THE PEERLESS SWEEPING COMPOUND



Since its introduction into clubs, banks, schools, hospitals, and many other public places where cleanliness is required, its use has been constant and steadily on the increase.

SOCLEAN is so prepared as to make it non-combustible. Its moisture and disinfectant properties are held till the last ounce. It can safely be used on the finest rugs and carpets—contains no grease.

If you have not stocked SOCLEAN—send us your order at once. We furnish attractive window and counter advertising.

You cannot buy any other sweeping compound "just as good" as SOCLEAN. It is fully protected by patents all over Canada.
Start a cleaning campaign in your district by pushing SOCLEAN, the profit will repay your efforts.

ADDRESS DEPT. "H."

SOCLEAN LIMITED

444 King St. West TORONTO Phone Adelaide 1584

PROFITABLE BUSINESS

results only from selling the highest-grade products.

STILL'S AXE HANDLES

are substantial in construction and absolutely reliable.

They represent all that is best in quality of materials, skilled workmanship and complete manufacturing facilities.

Still's Axe Handles are highly recommended by the most critical of users.

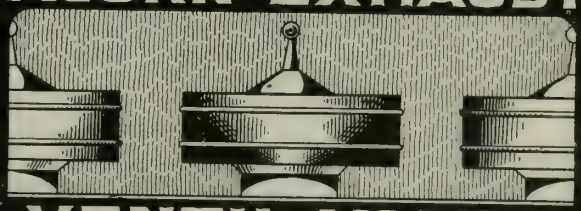
They are never "come-backs"—Once they are sold, you will never see them again but the users will demand more.

Our guarantee protects you. Write at once.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS ONTARIO

ACORN EXHAUST VENTILATORS



Mr. Dealer—Get Out After The Ventilator Trade!

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh, pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled

Give this suggestion a trial, and if you decide to do so, just write us, and we will furnish you with full details.

THE METAL SHINGLE & SIDING Co. LTD. PRESTON ONT.

FACTORY ALSO AT MONTREAL, QUE.

PAINT CANS

Hole and Cap Cans and Pails,
Friction Top Cans aed Pails,
"Doub letite' Cans and Pails,
Double Seam Cans and Pails,
Roll Seam Cans aud Pails,
Varnish Cans,
Oil Cans.

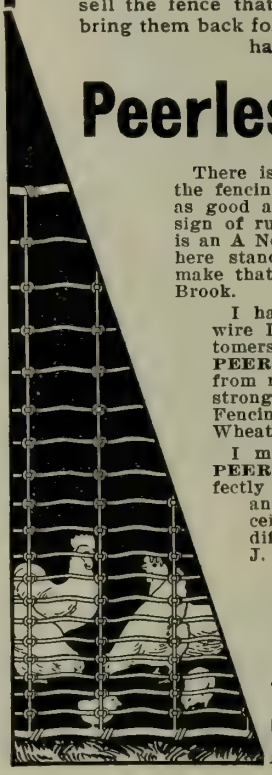
In fact all varieties of Cans and Pails for the Paint Trade. Our facilities are large, our variety is broad, and we can surely take care of your needs.

AMERICAN CAN COMPANY

MONTREAL **HAMILTON**

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the



Peerless Fence Saves Expense

There is no fault to find with your fence. the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. **Anyone** can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use. easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.



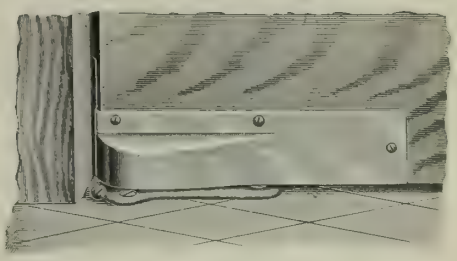
David Maxwell & Sons, St. Mary's, Ont.

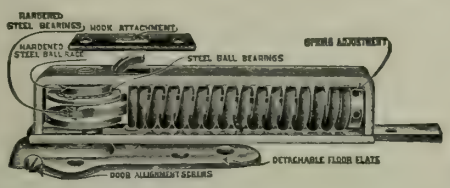
"Standard" Floor Hinges

FOR DOUBLE-ACTING DOORS

Have the call wherever they are known. They swing the door gently, quietly and positively. Have hold-open, spring tension adjustment and door alignment features. They are right up to-date.

Non-rigid floor plate adjusts itself to any unevenness of the floor.





THE JOBBING TRADE HANDLE THEM.
IF YOURS DON'T WRITE TO

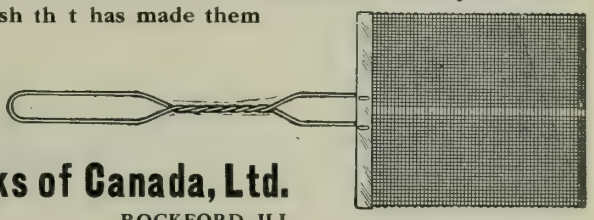
THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



Kitchen Conveniences

Every woman demands the most convenient and sanitary articles in her kitchen
We have a line of kitchen ware that is superior to all others on the market.
They are the kind that last---the kind that always satisfies and builds your trade.
They have a high grade finish th t has made them popular with every user.
Meet the largest demand and get the largest profits.

Write for catalog and discounts.



Andrews Wire Works of Canada, Ltd.

WATFORD, ONT ROCKFORD, ILL.

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

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TORONTO Gendron CANADA

EXPRESS WAGONS

ARE BUILT FOR ROUGH USAGE

They are the Ideal Playthings for the boys and are good enough to serve as vehicles for light delivery in your business.

They are painted red and varnished, and are fitted with stamped steel gear. Gendron wagons can be sold with the utmost assurance of good service.

We manufacture **Go-Carts, Carriages, Folders, Bathroom Fittings,** and **Hardware Specialties** that are unexcelled for quality by any others on the market.



The Gendron Manufacturing Co. Ltd. TORONTO CANADA



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

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General Offices and Factory, PETERBOROUGH, and at

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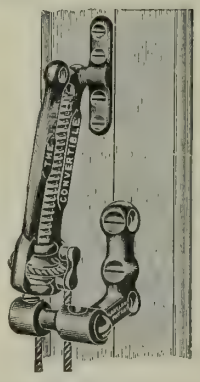
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⅜ screw 4/-
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½ " 8/6

1797 GUN METAL

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each.

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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

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used with Corbin pin tumbler cylinders and locks with modern functions are high in popular favor. Send for publication K82 illustrating the sectional handles we make

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WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

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Fancy and Wired Glass
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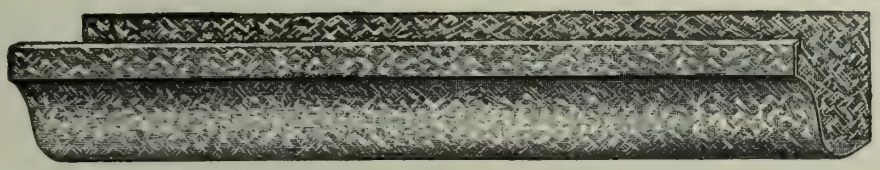
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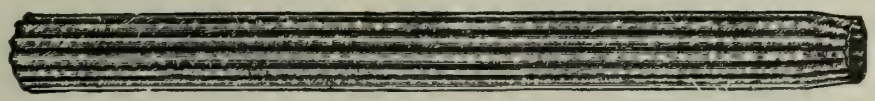
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We make all styles of Eavetrough, straight or curved. Conductor pipe, elbows, ventilators, valleys, ridge roll, skylights, etc., and **CORRUGATED IRON.** When in a hurry order from us.

WHEELER & BAIN, The Quick Shippers

TORONTO  CANADA

ARE YOU GETTING YOUR SHARE

of the wire rope trade? There is so much wire rope used for so many various purposes in every locality that any live hardwareman can considerably increase his profit by giving it some prominence.

GREENING'S WIRE ROPE

is the standard of quality for every purpose. We couldn't begin to tell you in this ad. the immense range of Greening Wire Rope. But our catalog No. 10 will give some valuable pointers on the wire rope business.

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THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. MONTREAL, QUE.

A Business Asset

The ability to speak English correctly and fluently is a business asset of no mean importance.

Yet how rare it is!

YOU, Mr. Hardware Clerk, or Mr Salesman, may need this ability, and it can be easily acquired. There is a fascinating way to polish up your English by acting as

CIRCULATION REPRESENTATIVE

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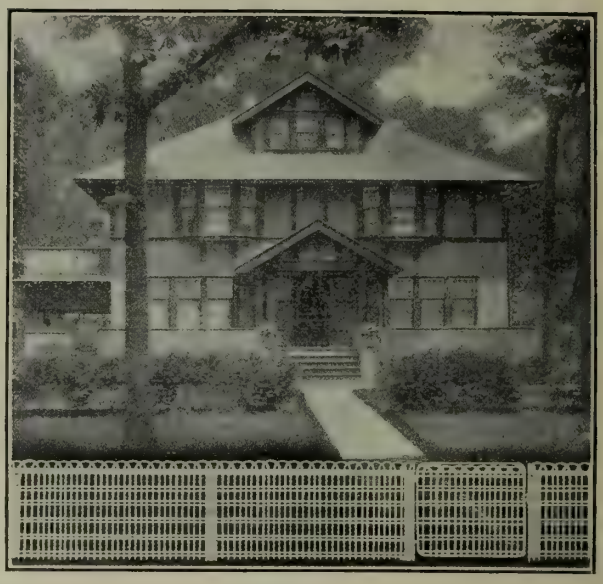
We have an attractive offer to make you, one which will qualify you for better positions, and, if you hustle, will mean a weekly salary of $15, year in and year out.

The work will not require all your time.

Write at once for particulars.

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WIRE WORKS
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In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

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MONTREAL TORONTO WINNIPEG

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

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Specify This Brand

It Stands for Quality

The Value of an Article is arrived at by the work it performs

CONSUMERS CORDAGE CO., LIMITED

Mills at MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of all Descriptions of

Manila Sisal Italian Russian and Jute
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Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.

No. 60 is a Low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

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STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

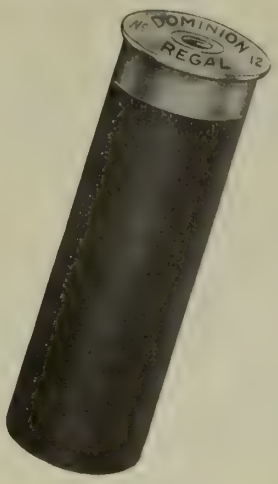
EVERY TOOL GUARANTEED

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

These Planes are now made in our CANADIAN WORKS
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TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.







Buy DOMINION
Guarantee Ammunition

WHY NOT CONFINE YOUR STOCK TO ONE LINE?

Select the best quality, best advertised and most satisfactory cartridges, which you can sell at a reasonable price and that will pay you a good substantial profit.

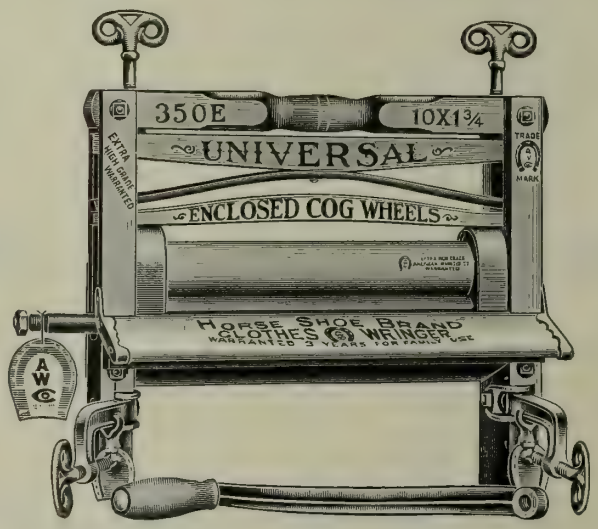
The enormous sales and popularity of Dominion should leave no doubt as to which line to choose.

Dominion Cartridge Co., Limited, Montreal, Canada

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 38IE	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

Triple Price Mark System Brings Splendid Results

Owen Sound Firm Follow Plan for the Marking of all Goods on Sale—How Percentage to Represent Cost of Doing Business is Arrived at.

There is, fortunately, much less tendency nowadays among hardware merchants to indulge in ridiculous and ruinous price-cutting warfare than formerly. The time when rival dealers vied with one another in handing over their hard-earned profits to the consumer is over. There are plenty of cities and towns, however, where the evil still exists. In some places, it is found only in a mild form; in others it is more virulent. Gradually, a feeling of amity is being established among hardwaremen generally and most dealers now are on perfectly friendly, sometimes even on confidential terms with their most direct competitors. Ill will is still found in some quarters, however, and in these towns the price-cutting evil is found in its worst forms.

The writer was informed recently that in one Ontario town the hardware stores were engaged in a direct price-cutting war. One firm was reported to have done a $60,000 business last year without making one cent of real profit. Of that amount, $25,000 had been made in hardware and $35,000 in plumbing, heating and tinsmithing. The owners estimated that they made 1 per cent. on the plumbing, heating and tinshop, while their profit on the hardware end was of such a negligible quality that it could hardly be reckoned on a percentage basis.

Through Carelessness.

That is an extreme case, of course. In a great majority of cases, merchants are guilty of price-cutting through carelessness or ignorance of the real cost of the goods they are selling. They reckon, for instance, on what they paid for the stock and in many cases fail to consider the highly important fact that the price they paid for the goods is vastly different from what it costs them to sell the same goods. Many, indeed, have not the faintest notion of what it costs them to run their stores.

This arises from the lack of a proper system of price marking. A splendid system for accurately marking the price of each article is followed by Creeper & Griffin, Owen Sound. This enterprising firm have been in business for three years only but in that time, by adopting aggressive and business-like methods, they have worked up a splendid trade connection.

Creeper & Griffin have three prices marked on every article. The first represents the price that the firm paid for the article laid down in their store. The second is the price that it costs them to sell that article, which is arrived at by adding the proper percentage for "Overhead expenses" to the original cost. Third, is the selling price. The difference between the second and the third represents the profit to the firm. The first two prices are always marked in cipher and the third in figures, so that customers can tell the price of any article in the store.

Price-Cutting Avoided.

The chief advantage derived from this system of marking lies in the fact that it obviates the possibility of inadvertent price-cutting. When only two figures are marked—the bare cost and the selling price—mistakes are liable to happen in this wise: A customer comes in to look at a pitchfork, say. He finds an article that suits him, but demurs at the figure asked, $1.10. The dealer, anxious to make a sale, glances at the tag, and sees that the cost price was 80 cents. He reflects that by cutting down to a dollar, he will close the sale and still make a neat profit. Accordingly, he sells it for a dollar, and considers that he has cleared 20 cents. But his real profit figures down to something like 7 cents, for 16 per cent. should have been added to the cost price to cover the expense of doing business.

By following the system of Creeper & Griffin, such mistakes are avoided. The salesman invariably knows just at what figure the real profit begins and he is never permitted to make sales at less than a reasonable margin above that. In other words, sales are made on the basis of the second price, and never on the cost price.

Determining the Percentage.

The firm follows out a painstaking and accurate method to determine the cost of doing business. Each month a record of purchases is kept and to this is added the cost of doing business that month. The cost of doing business is accurately compiled by the bookkeeper, due allowance being made for rent, light, heat, salaries, delivery, etc. Comparison of the two totals shows what percentage the expense of doing business bears to the cost of the goods, and the new goods are marked according to that basis, the selling price being fixed with a reasonable margin above the second cost price.

What is the Percentage?

Much discussion has been heard with reference to the percentage that should be charged for the cost of doing business. Many maintain that 16 per cent. of the total turn-over should be reckoned. Some dealers set the percentage that they believe to be proper and apply it all around, tacking it on to the price of nails just the same as on the price of the most expensive specialty carried in the store.

This policy is not considered a wise one by Creeper & Griffin. Mr. Creeper explained to the writer that it was impossible to fix a hard and fast percentage, because expenses on different articles varied widely. For instance, the expense in connection with a specialty, such as a cut glass article, is much greater than on a stable article which is sold every day. Cut glass may remain in the showcase for months before it is sold, it requires extremely careful handling, and much attention, and it carries much greater risk of loss through breakage. Some dealers charge as high as 100 per cent. on such goods, while it is only possible to add a small margin to the cost of a stable commodity, such as nails, which necessarily sell at a close figure and do not involve much care in handling and stocking.

The better system, therefore, is to obtain the total cost of doing business and distribute it over the stock according to the nature of each article.

The triple price mark system is one which has much to recommend it, and many dealers would, doubtless, stop leakages in their revenue, which they are at present at a loss to understand, if they were to adopt some such idea.

Stick to the Price.

In following out this plan, however, it is necessary to stick to the price set and refuse to budge from that figure. Creeper & Griffin have adopted a firm policy in that regard and their customers have come to understond that the price first asked is the figure at which they intend to sell that article and that it is useless to attempt to obtain better terms.

By following this policy, the dealer knows that the price he is asking is arrived at on the basis of a fair and equitable margin above what the article really cost him, and consequently he feels justified in refusing to lower that figure.

Give Plenty of Attention to Furnace Department

Warm-air Heating Systems Require Care in Installation—Some Common Errors to be Avoided—The Advisability of Canvassing Country Districts for Business —Present Year Has Opened More Actively Than Ever.

If it is desired to make a success of the furnace department in the hardware store, closest attention must be paid. Despite the fact that hot-water and steam heating systems have come largely into favor of late years, the demand for warm-air furnaces has been steadily on the increase and the furnace trade is, therefore, well worth going after. To counteract the tendency shown to use steam or hot water in public buildings and large houses, there is a sentiment gradually growing up in favor of increased home comforts on the farm and more farmhouses are being equipped with furnaces every day. There are, in fact, splendid opportunities now for the dealer in furnaces in the small city or town, where it is possible to cater to the country trade.

The prospects in the furnace line this year are exceptionally bright, W. G. Scott, manager of the Pease Heating Co., Toronto, is authority for the statement that business so far this year has been well in excess of last year, with every prospect of continued activity. It is apparent, therefore, that there are greater possibilities than ever before in the furnace line and that the retail dealer may well consider how best to improve his business.

Every stove dealer knows what splendid results are obtained by keeping a sharp lookout for stove prospects and by following up promptly each prospect received. If it pays well in selling stoves, it pays even better in the furnace trade. It is, in fact, necessary, to do considerable outside work in this department, if best results are desired.

Cases are recalled where dealers have worked up a splendid business in furnaces by systematically canvassing their district. One man made it a practice to watch the building permits issued. When a permit was taken out for a new residence, he lost no time in seeing either the owner, the architect or the builder, sometimes all three. If the plans called for a warm-air system, he made an energetic effort to land the contract. If, on the other hand, some other heating system had been decided upon, he would make an earnest effort to get them to see the error of their ways. He was a firm believer in hot-air heating himself and he often succeeded in convincing others, in that way securing contracts which would otherwise have been placed elsewhere.

Try for Farm Trade.

The furnace is growing so rapidly in favor in the agricultural districts that no dealer can afford to overlook the opportunity thus presented for new business. The best method to pursue is to have the surrounding district thoroughly canvassed. In this way, every man in that district is seen. In addition to the sales made, it is possible to secure information which can be made very useful afterward. The result of each interview should be noted down and carefully filed for further reference. By adhering to this plan, the dealer secures accurate reports on the possibility of future business in that locality. If one man had seemed favorable, but had refused to come to a decision, further calls can be made until such time as the order is placed.

Proper Installation.

The most important consideration of all in handling a furnace business is to see that each contract is satisfactorily carried out. The proper installation of a furnace is a matter requiring much study and close attention. The comfort, even the health of the people living in the house depend to a great extent on the proper installation of the furnace. If through some error of judgment it is not properly placed and does not give satisfaction, the customer is highly incensed and does not scruple to let his dissatisfaction become generally known.

Here is an instance which came recently to the attention of the writer. A furnace had been installed in a newly built house, which according to commonly accepted standards should have been of sufficient capacity to thoroughly heat all the rooms. From the very first, however, it gave poor results. The house was never warm and practically no heat penetrated to the rooms in the upper storey. The man, who had installed the furnace, was unable to locate the trouble so an expert on heating was called in. It did not take him more than a minute to locate the trouble. The cold air duct had been run over the top of the furnace and down one side, quite close to the fire box. Practically no protection had been provided, with the inevitable result that the cold air, becoming heated, had ceased to fall and the circulation of air had stopped.

This is only one case of many. The mistake made by the man who had installed that furnace was by no means the most heinous that could be committed. Graver errors are made every day, with the result that too large a proportion of people, with hot-air furnaces, have cause at some time or other to feel dissatisfied.

The Parsimonious Owner.

The most frequent, and the worst, error that the furnace man can make is in listening to the penny-wise-pound-foolish owner. Some landlords cannot see beyond an opportunity to save a few dollars. They give no thought to what the future may bring forth, but are anxious to put in a system at as low a figure as they possibly can. It is deemed wise by all heating experts to use a largeer furnace than the size of a house actually demands. If the system barely meets the requirements as to size and capacity, it will be necessary to keep the furnace going full blast to heat the house. Not only is this found to be an expensive proceeding, but there are times when the fire is bound to get down and the house will then begin to resemble an Eskimo igloo in point of temperature. Many a good, reliable furnace has been condemned as a heavy consumer and a poor heater, for the simple reason that it has been too small for the building, in which it is placed.

The dealer would do well to pay no heed to the cheese-paring suggestions of the parsimonious owner. If he wants to put in a smaller and cheaper furnace than the circumstances warrant, it is the duty of the dealer to argue him out of the idea. If he proves obstinate, the dealer, who is wise, will politely decline to handle the contract. By doing so, he will save himself considerable trouble and probably not lose anything in the end. It is better to lose half a dozen sales on that basis than to have a few unsatisfactory installations to your credit. A failure, even though it may be due entirely to the short-sightedness and obstinacy of the owner, is hard to live down. The odium attaches to the man who had charge of the installation. One thing is certain. The owner himself will invariably place the blame on the dealer, alleging errors in the installation, whereas the trouble lies in the fact that the furnace is too small for the work placed upon it.

So much depends upon the heating system in a house, that the dealer should never neglect to carefully study each house before going ahead with the work. The building should be examined and its environment looked into with reference to exposure, etc. Attention should be given to the basement, or cellar, where the furnace is to be placed, the flue to which it must be attached, the necessary size of pipes and the elevation of the same. By considering all details, the dealer will make sure that, when installed, the plant will do the work for which it was designed, if managed properly.

Silverware as a Seller

Three Distinct Selling Seasons—More or Less Movement the Year Round—Adds to Dealer's Reputation for Quality.

The retail hardware man carries few lines that make leading sellers at Christmas time and also enjoy another season in June. Snow shovels, for instance, do not, neither do lawn mowers, but the hardware man who carries silverware and cutlery knows that this line receives special attention during the periods referred to, has a fair trade throughout the whole year, and also may be brought forward for the nuptials that occur during September.

During the recent convention at Peterboro, the writer learned that several of the prominent hardware houses in that city, one in particular, does a big business in plated hollow ware and general lines of cutlery. In fact their display of silverware at Christmas can scarcely be duplicated by the leading jewelers, and as a general rule, it is the latter dealers who are supposed to receive the lion's share of this trade.

And in other cities and towns throughout the country there are hardware retailers who have not overlooked the possibilities of the silverware trade. The appropriateness of these articles either as Christmas tokens, wedding or birthday presents is too well recognized to require reference. The fact worthy of note is that they are possibilities to the hardware dealer, and that they are more than that, they are money makers. That they have been handled by other dealers and have proved successful is sufficient reason to demand the attention of other members of the trade, especially those who are on the watch for new opportunities.

Stock Moves Throughout the Year.

The heavy trade at Christmas time is in itself good reason for carrying these lines, but when the retailer is assured of other seasons when the demand will be particularly good, he is that much more reassured that his stock will be kept moving more or less throughout the year. The Peterboro Hardware Co. devote one of their windows to the display of the rich silver plate and gold plate articles that they carry during the seasons when they receive special attention, and in addition they have several large show cases with this same class of goods practically always on display in a prominent place in their store.

Their efforts in this direction have won the reputation of carrying a high class stock, and that asset becomes of more importance with each year, as the number of their customers who have learned the character of their goods increases.

Just now the number of marriages is unusually large, and the hardware dealer gets a large share of trade in the line of household utensils, stoves, etc., and in the same manner there is awaiting for him a good business in wedding presents outside the lines of cutlery, which is practically regarded as a hardware staple now. This line of more expensive goods demands careful attention, and as it has proved a success to many of the trade, it should prove equally successful to those who have not ventured far into this department.

DATES OF LOCAL HOLIDAYS.

Further information having been secured from our readers, we are now able to give the following list of local holidays in some of the principal towns and cities of Ontario:

Ailsa Craig.—Half holidays Thursday afternoons from June 15th to September 14th inclusive. Date of Civic Holiday not yet decided. Fall fair Sept. 21st and 22nd.

Almonte.—Fall fair, Sept. 5, 6 and 7.

Barrie.—Civic Holiday, Aug. 14. Fall Fair, Sept. 25-27. Half holidays not yet arranged.

Belleville—Civic Holiday, July 31st; Belleville Fair, September 13-14.

Bowmanville.—Half holidays, Wednesday afternoon, July and August.

Brantford—Civic Holiday Aug. 6th. South Brant Fair October 4th and 5th. Half holidays not yet arranged.

Carleton Place.—No regular half-holiday. Date for Civic Holiday not yet named. No fall fair, district covered by Almonte Fair.

Cobourg.—No half-holidays in hardware and plumbing trades. Dates for Civic Holiday and fall fair not yet named. Civic Holiday is usually during week of Horse Show, Aug. 15 to 18th, which is a bad week for travelers in Cobourg.

Guelph.—Civic Holiday, Aug. 7. Half holidays, Thursday afternoons during July and August. Fall Fair probably week following London Fair.

Lanark.—Fall fair, Sept. 8th.

Lindsay.—Civic Holiday, Aug. 14th; fall fair, Sept. 21-23. No general half-holiday, but dry goods stores close at 5 p.m., except Saturdays, during summer months.

Orillia.—Civic Holiday, first week in August; date not definitely chosen. Fall Fair dates not yet named. No half holidays this summer.

Oshawa.—Half holidays, Thursday, during June, July and August.

Owen Sound—No half-holidays. Civic Holiday Aug. 7th. Fall Fair, Sept. 12 to 14.

Perth.—Civic Holiday and fall fair dates not yet announced. No half-holidays. Close three nights in week at 6 o'clock, and farmers come in to do business other three nights. For two months in winter, close every night at 6 o'clock.

Peterboro'.—Civic Holiday, Aug. 14.

Picton.—Weekly half-holidays Thursday afternoons during July and August. Civic Holiday probably August 10th, but not yet named. Fall fair, Sept. 26th and 27th.

Port Hope—Civic Holiday, Aug. 7. Half holidays, Wednesdays, during July and August.

Prescott. — No half-holidays. Civic holiday, Aug. 7th. Grenville fair, Sept. 26th to 28th.

Simcoe.—Half holidays, Thursday, during July and August. Fall Fair, Oct. 17, 18, 19.

Tillsonburg—Stores close every Wednesday afternoon during July and August. Civic Holiday Aug. 3rd. Fall Fair Sept. 13-15.

St. Catharines—Stores close 1 p.m. Wednesdays during June, July and August. Civic holiday, Aug. 7th.

Whitby.—Half holidays, Thursday, during July and August.

POPULARITY OF JOINT WELL CASINGS IN WEST.

A new line in which considerable interest is being taken in practically all districts of the west, is the inserted joint well casing, which is gradually replasing the old iron pipes in wells. As the water supply is a very important proposition in the farming propaganda of the west, farmers think nothing of drilling to great depths to secure a good supply, which, when found, is considered a decided boon. Heretofore, the joints on the old iron pipes, where one length joined another, caused considerable trouble in driving down into the drilled well. With the introduction, however, into this country of the inserted joint pipe, where one length screws into the other, thus leaving the flush joint outside, this objection is eliminated, and has come as a boon to the well diggers.

PRICE INCORRECTLY QUOTED.

In Spear & Jackson's advertisement of tool sets in our June 3 issue, the price of No. 2 was given at $1.50, whereas it should have been $1.25.

Also the price of No. 3 should have been given as $1.50, instead of $1.95.

These figures were given correctly in the copy sent us and the error was due to oversight on the part of our proof reader.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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PUBLISHED EVERY SATURDAY

VACUUM CLEANERS AS SUMMER GOODS.

There are a good many lines handled in the hardware store which may truly be designated as seasonable goods, because their sale is confined to some one particular season. Refrigerators belong to that class, as it would be practically impossible to sell them except in the spring months. Skates and snow shovels are inseparably connected with winter trade, and, although two or three hardware clerks were reported to have sold screen doors during zero weather, it must be admitted that these, too, belong to the peculiarly summer goods.

So far, the trade have apparently been content to consider vacuum cleaners among the seasonable class, also. Strong efforts have been made to push their sale during the early spring months, when housecleaning is in full swing, but, once the annual ordeal is over, business has been allowed to lapse until the next recurrence of the spring housecleaning habit.

Such a policy is not doing justice to the vacuum cleaner, and the trade should not permit this most useful article to fall into the class of seasonable goods. The vacuum cleaner opposes itself stubbornly to the drudgery of an annual housecleaning. If there is one thing more than another, that this wonderful invention stands for, it is the regular and systematic cleaning of the home, in place of the old-fashioned general upheaval in the spring.

The mission of the vacuum cleaner is not only to make clean, but to keep clean, the home in which it is employed. It is for daily use throughout the year, and its value as an agent of sanitation would be vastly impaired if its use were confined to one big housecleaning campaign a year.

As a matter of fact, there is no other part of the year when a vacuum cleaner is so necessary in the home as during these summer months, when the windows and doors are kept open and the dust blows throughout the house, leaving its traces on rugs, furniture and hangings. The only practicable way of combating the nuisance is with a vacuum cleaner, which, with the minimum of time and labor, will extract the dust from its lodging place, no matter where, and keep the home in a clean and sanitary condition.

The trade will, therefore, find it to their advantage to push the sale of vacuum cleaners throughout the summer. Take advantage of the mid-summer lull, to do some personal work, concentrating first on those who were almost persuaded to invest in a machine at spring housecleaning time. Show them how they can escape the ravages of summer's dust, by frequent use of the vacuum cleaner, and some, at least, of them should succumb. Advertise vacuum cleaners in the local newspaper, and talk them up with the people who come into your store. The time is opportune for an energetic campaign for selling vacuum cleaners.

TWENTY YEARS AGO.

The changes which have taken place in the Canadian hardware trade during the past twenty years—some gradual and others sudden—would be most forcibly brought home to the readers of Hardware and Metal who were to peruse the weekly issues of Hardware and Metal during 1891. The growth of the hardware business in that space of time has been nothing short of marvellous, from the standpoint not only of the retailer, but also of the jobber and manufacturer. Firms which were small and inconspicuous, twenty years ago, are occupying commanding places in the trade to-day, and others who were not even in existence in 1891 are now playing an important part in the activities of the trade.

Realizing the interest which readers would feel in the trade happenings of twenty years ago, Hardware and Metal is this week inaugurating a new department, in which extracts from the issues of 1891 will be reproduced. Hardwaremen of the present day, and especially those whose business career dates back to 1891 and beyond, will follow this department with a great deal of pleasure.

Besides the items which are this week reproduced in the "Twenty Years Ago" column, many other interesting features presented themselves in running through Hardware and Metal of June 20th, 1891. A cut-rate war in glass was reported from Montreal, the result of a broken agreement. While the agreed price was $1.50 to $1.60, some jobbers were discovered to have quoted 20 cents below these prices, and a highly unsatisfactory condition was created. The moral adduced—that agreements should have something more binding than a mere promise to fall back upon—would scandalize present-day legislators who are endeavoring to prevent "restraint of trade."

Another interesting feature was the advertisement of Walter H. Cottingham & Co., who, as is well known to our readers, became the Canadian division of the Sherwin-Williams Co., and only a week ago developed into the Sherwin-Williams Co. of Canada, Limited, of which Mr. Cottingham is president.

It is something for the Canadian hardware trade to feel proud of that their leading trade paper, and the only weekly now in the field, has been published continuously as a weekly for twenty-three years, and has maintained a steady improvement in service to both readers and advertisers during all that time. In line with the past policy of Hardware and Metal, no effort will be spared to maintain its pre-eminent position among trade papers.

INTERESTED IN HARDWARE MERGER.

The hardware trade are manifesting increased interest in the proposed merger of Montreal wholesale hardware houses, and much speculation is being indulged in, as to whether it will go through, and what form it will take.

As stated in Hardware and Metal some few weeks ago the financial aspect of the case is what is holding up negotiations. Efforts to negotiate the big undertaking have, so far, not been successful in this country, and it is generally supposed in the trade that Frank Newman, who is in England along with J. B. Learmont, may be endeavoring to finance the proposition across the ocean.

James Hardy was in New York this week, and returned with E. W. McCarty, who is associated with Mr. Hardy in promoting the merger. This fact may also have

some significance, as it has been reported that attempts were being made to interest Toronto capitalists in the undertaking.

The options on the various properties involved, will expire July 15th, and, as that date approaches, interest in the transaction increases, in the trade. Manufacturers who have been supplying the different wholesalers are beginning to feel somewhat uneasy and a great deal of conjecture is going on regarding the purchasing policy which is likely to be adopted by the merged firms. A much discussed question is whether factory or private brands will be handled.

THE SITUATION IN METALS.

Domestic pig iron producers are facing a very difficult situation, just now. The price cutting which was started by the Republic Iron and Steel Co. when they reduced the price of steel bars, has spread to nearly all the iron and steel manufacturers across the border, and, to almost every line they make. The American furnaces have been carrying heavy stocks of pig iron for some time, and, being unable to reduce them in their own market even at reduced figures, they have turned their attention to the Canadian trade. The result has been that thousands of tons of iron have been sold at ridiculously low prices, to Canadian foundries, the Lackawanna furnaces at Buffalo taking the bulk of the business. No. 2 foundry iron is the grade which has been chiefly sold.

Under the circumstances, the Canadian furnaces, being unwilling to sell their product at a loss, are simply waiting until conditions return to normal. Just when this will be no one can predict. It is a question of when U. S. trade will right itself, and he would be rash who would attempt to make any definite prophesy on this subject.

Although this situation is having some effect upon other branches of the iron and steel industry, business in sheets has recently been very good. Some large contracts are being booked for the last half of the year.

Copper is developing considerable strength, owing to a great increase in the consumption of brass, in Europe. An interesting and significant feature of the situation is the fact that a "contango" has been developed. This, in market parlance, means that the price for future delivery is higher than spot.

Tin went up during the week, to the highest price in the history of the market, London quotations reaching £233. A sharp decline on Thursday, brought it back almost to the same price as last week. At the same time, futures advanced £2 5s., so that there is no danger of the bottom falling out of the market.

HYDRO-ELECTRIC BENEFITS HARDWAREMEN.

Hardware merchants in Western Ontario towns where Hydro-Electric power is now being supplied, have presented to them some splendid opportunities of opening up new avenues of trade.

In many towns, hardware dealers have, for years past, conducted successful departments for selling electric lighting fixtures and taking contracts for wiring buildings and installing fixtures. These departments will receive a great impetus now if energetically pushed, for there are scores of householders who have been using gas or the time-honored kerosene to light their residences, who will readily respond to the lure of electricity, now that cheap and dependable power is available. A little personal work on the part of the hardwareman or his chief clerk, would result in many profitable orders being taken in this line.

Once the house is wired, and electric current is being used for lighting purposes, there will be possibilities for developing business in the host of electrical utensils which are now of such convenience in the household. In the majority of towns, hydro-electric power will be turned on throughout the day, and the housewife will thus be encouraged to use electric irons, electric toasters, chafing dishes, water heaters and other conveniences which are operated by electric current.

The hot days of summer afford the most opportune season for introducing these electrical specialties. Doing the ironing without heating the room means a great boon in the household, and the fact that the expense of operation is even less than that of burning coal or wood to heat the irons, supplies the necessary argument for any good salesman to work upon.

Making toast at the breakfast table while you wait, is not only an appealing novelty, but, when performed by the modern electric toaster, it furnishes a variety of toast to suit the epicure, at a paltry expense for fuel, and with no waste of time. The badly ventilated room is made habitable by means of an electric fan and there are many other comparatively inexpensive electrical novelties which will find a ready sale in localities where there is a twenty-four hour electric service.

These goods will, of course, require some special effort to introduce them, but they give ample scope for the exercise of the dealer's ingenuity in planning a selling campaign. A good, profitable trade awaits the dealers who establish themselves in their localities as the electrical goods specialists.

POINTED EDITORIALS.

Avoid disputes with customers. They cost you money.

Tin has almost reached the dignity of a precious metal.

Success depends more on the way business is handled than on the volume.

Concentration on things worth while is what makes a good business man.

Don't forget that the usual summer dust nuisance is creating prospects for vacuum cleaner sales.

The spread of mergeritis has not yet been fully checked.

If the wet weather continues, hardwaremen may feel constrained to put in a side-line of umbrellas and raincoats.

Spring scales are particularly valuable in the home during the preserving season and are worthy of consideration.

With dust flying these days, it is sure to get on the windows and show cases if the staff is careless. This should be somebody's duty. Dust is no asset.

That hardware dealer who can secure a shipment of low-priced refrigerators just now, will be considered lucky. The market is practically bare of these goods.

"It's an all wind that blows nobody good," say the jobbers who have been shipping glass and putty into Owen Sound to repair the wreckage of the tornado.

STEEL GOODS RACK.

Hardwaremen are always interested in new methods of storing goods, as the display problem is one of the most vital that the dealer in hardware faces. Two views from the Hardware Dealers' Magazine are given of a steel goods rack, which is 14 ft. in length and is so arranged that it will accommodate a large number of steel goods in a manner insuring a good display and rendering the stock easily obtainable. Fig. 1 shows the front and top of the rack; Fig. 2, the end view, showing the height over all and the distances from the floor to the top of the base and between the rackets.

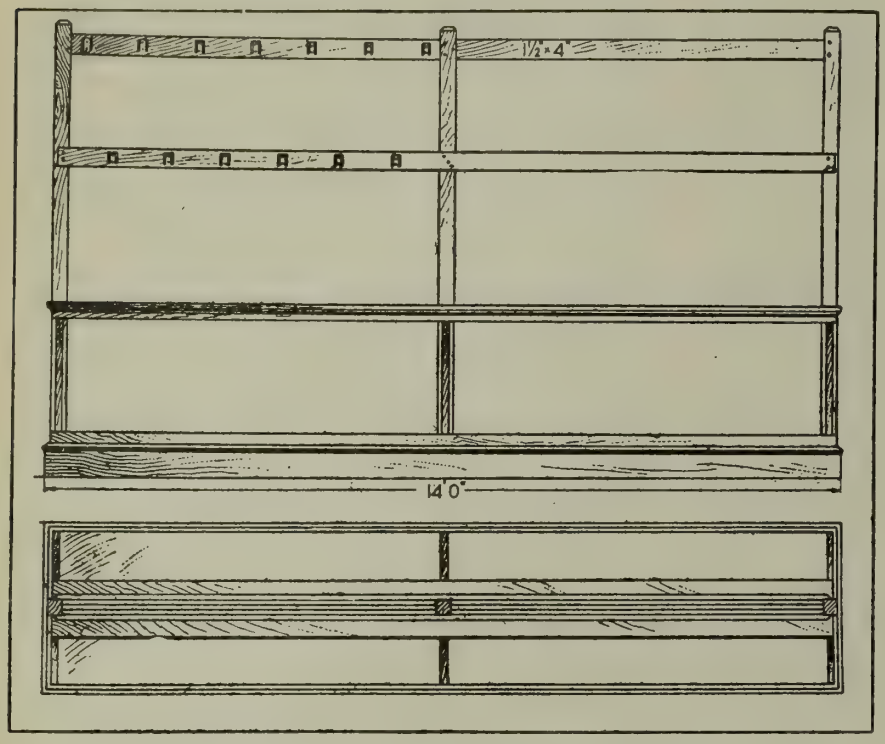


Fig. 1—Showing Front and Top of Steel Goods Rack.

FINE NEW STORE AT COCHRANE.

Frank A. Child, the hardware and iron merchant of Cochrane, Ont., who also conducts branch stores at Matheson and Kelso Mines, was the purchaser in a deal this week which is said to be the largest real estate transaction yet recorded at Cochrane.

To accommodate his growing business he has bought the large cement building on Sixth Ave., owned by B. Rothchilds, and occupied at the present time as post office and general store.

The building is 38 x 70 feet in size, is two storeys high with basement the full size of the building. There are hardwood floors throughout, and the building is equipped with hot water heating, electric lights, cash carrier system and other improvements.

Mr. Child intends moving into his new store about the first of September. He will then branch out, and carry a full line of fine furniture and housefurnishings on the top floor of the new building. Part of his basement will be used for a plumbing and tinshop.

We understand that the amount of money involved in the purchase of this building, is about $15,000.

U. S. MARKET SHOWS MORE CHEERFUL TONE.

Cleveland, O., June 15. — The Iron Trade Review to-day says:—

A more cheerful tone is noted in the iron and steel trade in the central West, and in some branches, including steel bars and sheets, actual bookings show an increase over the corresponding period of last month. Specifications against contracts for billets, sheet bars, rail and tin plate are heavier than in May. Late developments indicate that manufacturers can expect heavier buying on the part of the railroads and implement manufacturers within the next few weeks, and a gradual improvement in general market conditions would not be unexpected. Several contracts for billets and sheet bars, which will expire June 30, have been extended to cover the third quarter, and the tonnage involved is heavier than specified during the current quarter. The Carnegie Steel Co. has received a contract for 5,500 tons of plates and other material for the United States collier Jupiter. The Treadwell Construction Co., Midland, Pa., is the low bidder on the Los Angeles, Cal., aqueduct, and the 4,500 tons of plates will be rolled by a local mill. The Baltimore & Ohio and the Louisville and Nashville railroads are taking bids on 1,000 steel underframes each, involving about 10,000 tons of plates and other material. Other railroads are in the market for bridge material.

NEW HARDWARE FACTORY.

Hesch Bros., Warren, Pa., who compose the Imperial Mfg. Co., are erecting a factory at Welland, Ont., where they will make a variety of hardware specialties. The plant will be ready for occupancy shortly. The machine shop and assembling room will be 30 by 40 feet, one-storey. The nickel-plating room will be 18 by 18 feet.

MOTOR TRUCK TO DELIVER METALS.

Since taking possession of their new plant on Fraser Ave., Toronto, the Canada Metal Co. have inaugurated a motor delivery service for their city trade. A fine new motor truck has been purchased, which affords a rapid means of transporting the heavy products turned out by this firm.

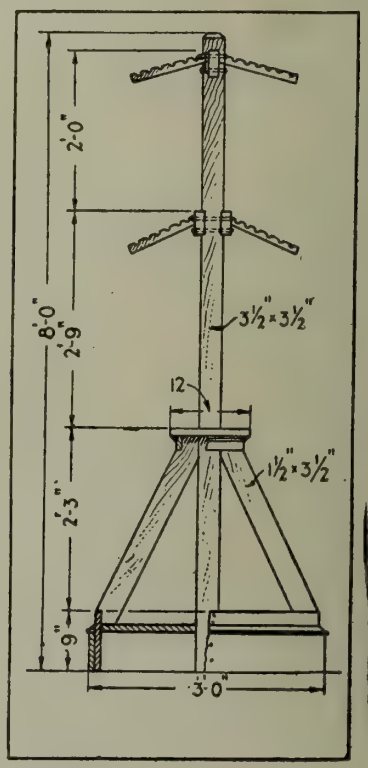


Fig. 2—Showing End View of Steel Goods Rack.

Some Phases of Retail Salesmanship

Appearance and Confidence are Important Factors—Public Like to Deal with Successful Merchant — Avoid Decrying Hard Times—Take Genuine Interest in Customers.

Salesmanship is personal influence, plus a proposition of some merit. Appearance, tone, manner, these are a few of the things that go to comprise the successful retail salesman.

Your own personal appearance is a mighty important element. If you should receive a letter from a fellow applying to you for a job, and that letter was written on an old soiled up piece of paper, that fellow would not have much chance of selling his brains to you, would he? Well that's practically what a letter of application seeks to accomplish, but in this case the appearance would "down" the writer. Now that illustrates the principle, and it is just as important that your appearance be neat, clean and attractive as it was for that letter to be neat and clean, if it would make a favorable impression on you.

Value of Self-Confidence.

Supposing in that letter the young man in particular would say: "I think that I might be able to hold the position," would he have any chance of selling you—would not his hesitancy and lack of confidence impress you most unfavorably? So it is with you right in your own store. You must not hesitate but have absolute confidence in the line you carry, for it is only by having confidence that you can breed confidence in others.

Now, we come to the third proposition, supposing that letter should have an "in the rut," unprogressive tone, would it be able to "sell you?" Most emphatically, no. Just so with you You must be cheery and progressive acting in your manner and talk.

Salesmanship.

To illustrate that, it might be well to illustrate by a little incident related by a grocery dealer. It was in the hard times of '93. Business was at a standstill, but the grocery dealer wasn't going to let that bother him, so when people came in and asked how business was, he replied "fine, never was better." The result was that the report spread that he was doing a big business, despite the hard times, and pretty soon many new customers were coming to the store. When asking one of the new customers why she had changed, she replied: "Why my dealer was kicking 'hard times' all the time and I came to the conclusion that his stock couldn't be fresh if he wasn't doing any business. My neighbor told me that you were doing a big business, despite the hard times, so I decided I'd trade with you." That was probably the reason for all the new business, and while the dealer wasn't doing a big business at the start, and was actually suffering from the financial depression, he finally by his "good times" talk got the trade around to him, and did a bigger business than he ever did before, and as a result his competitors suffered. That simply illustrates the point that a dealer has got to inspire confidence in his trade, and, indeed, it is an axiom that the Canadian people like to deal with a successful dealer.

Attractive Fixtures Help to Sell.

It is vitally necessary that you make a show both in dress and in having an attractive store. Suppose two dealers started alongside of each other in the same line of business. One dealer has cheap, shoddy, second-hand fixtures and the other dealer has new attractive fixtures. After a year trying to do business in his unattractive store, the dealer who tries to produce with old stuff goes bankrupt, and the dealer with the new attractive fixtures makes money and does real business. Now, who paid for the fixtures in the successful dealer's store? Do you know? Why the unsuccessful dealer, of course, thus making a show pay for itself.

In selling goods, you've got to take a real personal interest in the people you sell to—not an affected inferior kind, but a genuine interest. That does not mean over-familiarity, but it's a state of mind which the real live dealer gets, because he's got the right line and he's doing his customers a favor by selling them the goods. The fellow who does not think that people are doing him a favor by buying from him, but that he is doing them a favor by selling them, is the man who makes the biggest success.

Know Your Goods.

It's necessary for the merchant to know his goods, for as it has been said before, you must inspire confidence, and you can't inspire confidence unless you have confidence, and you can't have confidence if you don't know your goods. In selling goods you have got to use suggestion, so to speak, in drawing the people out. Then you have to lead up to the point where a sale should be closed. It's just as necessary that you know when to stop as what to say. Many sales have been lost by saying too much. But when does the stop part come, you may ask. There can, of course be no fixed rule for this. Test your customer a bit—read his features, when you've finally got him to that state of mind where he sort of hesitates, you've just about said enough, and it's here that you should get in your best work, by putting in two or three short, pert, convincing arguments, and hit the bull's eye.

Advertising Can Gain Trade.

As has been said before, the appearance of the store has considerable to do with the influencing of trade, not only this, but the advertising can gain and repel trade for you, for your advertising gives a mental picture of your institution and methods. Special methods, openings, and special "window trims," if rightly handled in an energetic, "confidence breeding" way are sure to pull results.

Credit may have considerably to do with the influence of your business, and much business may be driven away by a niggardly policy in this respect.

Methods of delivery may also drive away many customers after you have secured them, and is one of the little things it pays to develop, if you would build up the most successful kind of a business.

Personality is a mighty big force in selling goods—that personality may be big, generous, noble, or it may be little, grasping and repellant. Personality is one of the biggest things in salesmanship, and every successful merchant will endeavor to build up a personality of his own, not only in his store but in his entire establishment.

Taking it all in all, good or bad salesmanship is the difference between the man who knows and the man who doesn't know—not only one thing, but all things which pertain to his business. This combined with tact and persistence, will make the merchant salesmen who never kicks because his cash register is not earning its salary, for he makes it his business that his cash register will earn its salary.

A BUSINESS MEN'S COURT.

An arbitration court for business men is proposed by the Chamber of Commerce of New York.

The feature of the plan is the establishment of a tribunal where business men who desire to be honest and who desire a fair arbitration of their differences can secure a prompt decision at a minimum expense. It is recognized that such a tribunal will not be available when either side is not desirous of being entirely fair and honest.

It was advanced at the January meeting of the Chamber and it is likely that it will be completed next month.

Twenty Years Ago
In the Canadian Hardware Trade

The following items from Hardware and Metal, issue of June 20th, 1891, will prove of interest to hardwaremen of the present day.

The clerks of the various business places in Port Hope are making an effort to secure a half-holiday every Wednesday afternoon during July and August.

* * *

J. G. Edwards, hardware merchant, Lindsay, Ont., was married on the 3rd inst., to Miss Winnifred Dunsford, daughter of the late James Dunsford, ex-M.P.

* * *

The tender of E. W. Chard was accepted by the Public School Board, of Toronto, for tinsmith's work in the Givens St. School, which is to be enlarged.

* * *

"The Toronto Hardware and Metal announces that it has established a permanent office in New York City, under the management of Roy V. Somerville, late president of the Canadian Press Association. We are pleased to see that the American business of our namesake has grown to be important enough to justify such a step."—N.Y. Hardware.

* * *

Bonnett & Bowyer (later Adolph & Bonnett, and now S. L. Adolph) stoves and tinware merchants, Listowel, Ont., write, June 10th: "We have, this day, paid our renewal subscription of $2 for Hardware and Metal for another year, and must say that we like the paper very much. We would not be without it. Every tinsmith and and stove dealer should read it."

* * *

The miserable wretch who damaged the plate glass fronts of stores in St. Catharines, Ont., a year ago, appears to be at work again. The merchants have made up $300 which will be the reward of anyone giving information that will lead to the conviction of the scoundrel. Several dealers had their windows scored by the diamond.

ALOXITE CLOTH.

Aloxite is a new abrasive material recently developed by The Carborundum Company. It is an aluminous abrasive, the product of the electric furnace and differs materially from other grinding materials in several of its characteristics, the principal one of which is its temper. It is this temper combined with its hardness, sharpness and toughness that gives to Aloxite just the proper qualities to make it an ideal material for steel grinding and metal finishing.

In its crude form, Aloxite is taken from the furnaces in immense compact pigs. These pigs are crushed by special, powerful machinery and the grains, after being carefully cleansed are coated on cloth of the best possible quality with the purest of glues, to make Aloxite cloth. This product, for general use in the machine shop, is said to be superior to emery in its fast, clean-cutting qualities and because of its ability to hold its cutting surface longer. It can be used with good results, for every purpose for which emery cloth is used. Aloxite cloth is uniformly coated, durable and absolutely clean and has already had a wonderful success among mechanics of all kinds.

The new product is offered to the hardware trade, cut in sheets, 9x11 inches, being packed six sheets in an envelope and six envelopes are put up in a neat, attractive display carton. It is also furnished in quire packages and ream bundles.

The Carborundum Company, Niagara Falls, N.Y., are issuing samples of Aloxite cloth, and are quoting prices and discounts to the trade.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

MOTOR SUPPLIES.

A very complete catalogue of automobile and motor boat supplies has been issued by John Millen & Son, Limited, Montreal. To those carrying these supplies this catalogue will be of special interest, as it practically includes every idea used in autos and motor boats.

ELECTROPLATING.

One of the latest of Popular Mechanics' 25-cent series of industrial handbooks, is on the above subject. It gives brief and practical directions calculated to be of benefit to those already engaged, as well as to those about to engage, in the electroplating business, with no more technical detail than is necessary for practical work, and yet with such explicit directions concerning the actual operations as an old hand at at the business thinks may be useful to the beginner. The book may be secured through the Technical Book Department of the MacLean Publishing Co., Toronto, Montreal and Winnipeg.

Hardware Letter Box

Stove Patterns.

J. B. Crawford, Dutton, Ont.—"Can you let us know who bought the patterns of J. M. Williams & Co., stoves, Hamilton ?"

This firm went out of business thirty years ago. Some of their patterns were purchased by James Smart Mfg. Co., Brockville, and their range was bought by Clendenning & Son, Montreal. It is doubtful, however, if they have been preserved to this late date.—Editor.

Lever Punch.

Tedford Bros., Alvinston Ont. — "Could you give us the address of any firm that makes a lever punch that will cut a hole about the size of a 5 cent piece, or about the same size V-shaped?"

Brown-Boggs Co., Hamilton, Ont.—Editor.

CHANGE IN STREET NUMBER.

Many visitors to Toronto intending to call upon Hardware and Metal, take the most convenient method of getting our exact address, the Telephone Directory. Through an oversight on the part of the Telephone Company, the latest directory gives the wrong number—111 University Street. The street was recently renumbered, and the entrance to our office is now 143 University Avenue, just the centre of the next block north of the number given in the Telephone Directory.

EARLY CLOSING IN BARBADOS.

The retail merchants of Bridgetown, B.W.I., have decided in favor of the early closing movement, and have made an arrangement which will come into force July 1st.

A meeting of the joint committee of merchants and clerks, appointed to consider the opening and closing hours of business places in Bridgetown, and weekly half-holiday for clerks, met recently at the Y.M.C.A. Hall. It was unanimously decided to open the stores and offices at 7.30 a.m., and close at 4.30 p. m. daily, and that Saturday be the day for the half-holiday, the hour of closing being 2 p.m.

The Peninsular Tool & Specialty Co., manufacturers of molders' tools, have sold their business to the Detroit Saw and Tool Works. This firm will continue the Canadian trade, but will carry it on from Detroit.

The contract for supplying iron pipe for the Fredericton, N.B., city sewerage connections this year has been awarded to D. J. Shea.

Our Page for Hardware Clerks

UNUSUAL IDEA IN A WINDOW.

Gravenhurst, Ont. — A decidedly unique window display was made recently by the Gravenhurst Hardware Co., here, to advertise a line of electric washing machines which they handle. The firm thought to emphasize the advantages of the electric washer by contrasting this new way of washing with the time-honored but back breaking tub and washboard.

The accompanying illustration does not show the details of the display, but gives an impression of the general idea.

The figures shown, were a couple of the clerks, whose facial contortions were most amusing. On one side of the window, an old fashioned tub is being used, and it will be noticed that the operator is not taking much pleasure out of life —judging, at least, from the expression of her (or his) face. On the other hand, the owner of the Electric washer looks supremely happy. All she (or he) has to do, is to watch the machine in operation.

The manager of the Gravenhurst Hardware Co., informs Hardware and Metal that this demonstration attracted a great deal of attention in the town, and was the means of selling several machines.

THE DEPARTMENTIZED STORE QUESTION.

Considerable interest has been aroused, among hardware clerks, by the article which appeared on the Clerks' Page last week, entitled: "Do Clerks Prefer Departmentized Store?" It is evident that there are some diverse opinions on this subject, and much is to be said both for and against the idea.

The negative side of the question is strongly espoused in a letter from Lisle E. Mills, with Morton & Owen, Campbellford, Ont., which is here reproduced.

Campbellford, Ont., June 12, 1911.
Editor Hardware and Metal,
Toronto, Ont.

Dear Sir,—Have just read, "Do Clerks Prefer Departmentized Store?" and note you ask for the opinions of clerks.

I, for one, am strongly opposed to the idea.

In many large stores it is absolutely impossible to have a store otherwise than departmentized, but by all means give a clerk all the chance possible.

Some of the present clerks must fill the vacancies of present managers later on. How do we expect they are to be efficient if their knowledge of hardware is limited to two or three departments? They, truly enough, may become specialists in their lines, but will this give them sufficient knowledge to start a store of their own where a general stock must be carried?

By all means no; they shall always have to be undermen, though they may have the ability to make good were they but to have a chance.

My idea has always been to work for other than departmentized stores till I think I have gained an inkling to a fair knowledge of general hardware, and then by study to fit myself for the position we all covet.

I should like to know how many managers and proprietors of to-day have gained their knowledge of hardware by working in departmentized stores only.

Much time, too, is lost in running from one counter to another and waiting till each has wrapped your parcel and made your change, besides the discomfort it often causes by being told, perhaps after waiting three or four minutes that "You will obtain the articles desired over at that other counter, please."

Let all the clerks join hands in trying to obtain as wide a knowledge of hardware as possible.

Sincerely yours,
Lisle E. Mills.



A Window Showing How to be Happy on Wash Day—and How Not to be.

WHAT HARDWARE CLERKS ARE DOING.

G. W. Smith has left the Hanbury Hardware Co., Brandon, Man., and is back at home with his father, at Kenton.

Fred Boden, who has been in the employ of Mr. T. J. Campbell, Midland, for the past five years, has secured a position with the Dominion Stove Foundry Co., of Penetanguishene, and left on Tuesday to commence his duties.

Mr. Grant, who has been with Geo. Taylor Hardware Co., New Liskeard, for a short time, has resigned, and his place is being taken by R. Grills, who has been in the office.

The hardware clerks of Kamloops, B. C., bit the dust of defeat in a game of baseball played against the grocery clerks of the same town. The score was 21 to 9.

Will Johnston, of Millbrook, who has been in A. W. Holiday's hardware store for a couple of years, has taken a position with the Kingan Hardware Co., Peterboro.

A. E. Stephens, with the Ross Hardware Co., Oshawa, Ont., leaves, shortly, for a trip to the Old Land. On his return, he intends to settle in Calgary, Alta.

News and Methods of Canadian Hardwaremen

Installing Conveniences for Motorists—Hamilton Dealers Hold "Merchants' Week"—Early Closing at St. John.

ATTRACTING TRADE OF MOTORISTS.

Sutton, Ont.—W. Holborn has adopted a new feature in his hardware store here. He has installed a gasoline tank and pump for the use of automobilists. The tank is buried two feet below the ground, so that there is no danger of an explosion. The apparatus is so arranged that gasoline is procured by simply stretching a hose from the pump to the car, and working the pump, thus doing away with the necessity of carrying a can.

NEW HARDWARE WAREHOUSE.

Saskatoon, Sask.—J. H. Ashdown, of the Ashdown Hardware Co., Winnipeg, was in Saskatoon last week. He stated they would commence work very shortly on a new $100,000 warehouse in Saskatoon.

The new warehouse will be a six story building and will be of heavy mill construction. Mr. Ashdown also stated they were making a big addition to their Winnipeg warehouse on Vannatyne St. The building will be six stories and will cover an area of 80x135 feet. It will be of semi-mill construction.

ADVERTISING HAMILTON-MADE GOODS.

Hamilton.—This has been "Merchants' Week" in Hamilton, and merchants and manufacturers are co-operating in exploiting Hamilton-made goods throughout the city, and in bringing people in from the surrounding country, to see what Hamilton can produce. Excursions at single fare for the round trip were arranged on all the electric lines, and one day was set apart for each, as follows: Tuesday, Brantford; Wednesday, Dundas; Thursday, Oakville; Friday, Beamsville

During the week, many merchants gave up their windows to a display of Hamilton-made goods exclusively. The hardwaremen of the city were especially active in promoting this scheme.

NEW FIRM IN BUILDERS' HARDWARE.

A new firm, known as Freek, Clark & Co., are opening a hardware establishment at 10 Adelaide street, west, Toronto, where they will specialize in builders' hardware.

All the partners of the new firm have had many years of experience in hardware with some of the best known firms in Canada and the United States.

R. P. Freek commenced business with Joshua Henderson, Barrie, Ont., and was afterwards with H. S. Howland Sons & Co., and Vokes Hardware Co., Toronto. More recently he had charge of the builders' hardware department for Miller, Morse & Co., Winnipeg.

A. C. Clark was formerly with the Brooks Hardware Co., and is now connected with the Russell & Erwin Co., of New Britain, Conn. J. Murphy, the other partner, has for the past fifteen years been in charge of Rice Lewis & Son's builders' hardware department, Toronto.

A feature of the firm's store will be a demonstration room, where they will display their line of builders' hardware, under conditions of actual use.

WRANGLING OVER EARLY CLOSING BY-LAW.

St. John, N.B.. June 13.—About $300 was the extent of the damage caused by a fire which took place here this week in the foundry of McLean, Holt & Co., in City Road. The fire took place in the core oven, and quite a quantity of cores and patterns were destroyed. Col. J. L. McAvity, the proprietor, said that the loss was well covered by insurance.

The by-law recently enacted whereby local hardware dealers and other merchants are compelled to close their doors at 7 p.m., is causing considerable discussion, and an opposition party has been formed among some of the merchans with the object of fighting the measure in the courts, where reports of violations have already been taken. The Early Closing Association, composed of both employers and clerks, are determined that the law shall be enforced, while the opponents of the law are vigorously clamoring for its repeal. Counsel has been engaged in connection with the matter, and the outcome of the case is being awaited with interest not only by members of the hardware trade, but by the other merchants, clerks, and the general public as well.

By next week the molding shop of the New Brunswick Foundry, which was seriously damaged by fire at Fredericton some days ago will be in operation again. Plans for the rebuilding of the machine shop and main foundry have not yet been completed.

"SWATTING THE FLY."

Liskeard, Ont.—Geo. Taylor Hardware Co., of this town, have a humorous reference to the anti-fly crusade, in the latest issue of "Taylor's News." This is the way it reads :

"THE PESKY FLY."

The surest way to kill flies is to place them on a block of wood and hit each one with a hammer. This method means time, labor and slaughter.

The more economical way is to keep your house well screened. The flies that are kept outside will do little harm.

Screen wire costs at our store, 3c. per sq. ft.

Screen Doors $1.00 each to $2.25.

Screen Windows, 25c to 40c each.

HARDWAREMAN WHO SELLS COAL

Shelburne, Ont.—R. A. Jelly, of this place, has made a great success of his coal business, which he runs as an adjunct to his hardware trade. Mr. Jelly has taken pains to equip his plant so as to ensure rapid and economical handling of coal, both in unloading from the cars, and in loading into his eagons. Our illustration shows his coal storage shed, and private siding.



R. A. Jelly's Coal Shed at Shelburne, Ont.

APPRECIATES THE EDITORIALS.

"I think you are booming Hardware and Metal splendidly, and your editorials are great. They are quite instructive, and I get a lot of pointers out of the paper."

J. D. MURDOCH,
Simcoe, Ont.

HARDWARE TRADE GOSSIP

Ontario.

Roy G. Stafford, of the Stafford Hardware Co., Belleville, has purchased a new automobile.

Rogers & Nicoll, of Perth, have dissolved partnership and the business will be continued by G. W. Rogers.

The Fife Hardware Co.'s store at Fort William was entered on Wednesday of last week, and some goods stolen.

C. C. Walker, Belleville, is calling for tenders for the erection of a new residence on the corner of Bridge and Foster Avenue.

The Gobeille Pattern Co., of Niagara Falls, N.Y., have opened a branch shop at Niagara Falls, Ont., to look after their Canadian business.

S. L. Webster, representing Delta File Works, Philadelphia, was in Toronto this week calling on H. S. Howland, Sons & Co., who are their distributors in this district.

A recent storm at Fitzroy Harbor created such havoc that Robt. Templeton has a record amount of business ahead of him in his tinsmithing and plumbing departments.

F. C. Lariviere, president of Lariviere Incorporee, Montreal, was a welcome visitor in Hardware and Metal's Toronto sanctum, last Thursday. Mr. Lariviere was attending a meeting of the Central Supply Association.

W. A. A. Chown, of the W. W. Chown Co., Belleville, left on the International Limited, last Tuesday for a trip to Edmonton, where he will visit his parents. On Sunday Mr. Chown was presented with a gold headed cane by the members of the Belleville Business Men's Bible Class, in recognition of his services as organist for the past two years.

McCaque & Watson are now controlling the entire hardware business in Stayner. They have two large stores and two warehouses, all of which are well stocked with a complete line of hardware. Their stock also comprises agricultural implements and they are demonstrating the fact that the farmers will deal in their own towns, if they get the right kind of store service.

Quebec.

Rosemount Hardware Co. have opened a hardware store in Montreal.

C. J. Lane & Son have entered the hardware business at Lennoxville.

The employes of the Jas. Walker Hardware Co., Limited, Montreal, had their first Saturday half holiday on June 3rd, and will enjoy this weekly rest during the summer months.

Western Provinces.

J. A. Gasson, Carlstadt, Alta., has sold his hardware store.

McInnis Bros. have acquired the hardware business of G. N. Coyle at Acme, Alta.

Wm. Elrick, late of Glasgow, Scotland, has accepted a position as foreman of Illsey Bros.' tinshop, at Castor, Alta.

W. H. Schuchard, hardware and implement dealer at Vanscoy, Sask., has sold his implement business to G. M. McCurdy.

Ad. Schoen, who was with W. G. Scott, in Mount Forest, a number of years ago, is now traveling for a Western wholesale hardware firm.

Fred Hamilton, formerly of Hamilton & Hocking, West Fort William, is now conducting a hardware store at Graham, where he is doing an extensive trade.

Bennett Bros., Newmarket, held a varnish demonstration at their store last Saturday. Handsome souvenirs were given away to women and children.

McCallum & Co. have sold their hardware business at Cranbrook, B.C., and have removed to Vancouver, where they expect to go into the same line, at a future date.

The baseball team of Wood, Vallance & Co., Hamilton, defeated the Stobarts, last year's winners, in a mercantile league game Friday night. The score was 8 to 0.

Frank Woodman, of the Merrick Anderson traveling staff, Winnipeg, is going to Regina, and will make that city his headquarters. He has been visiting in Portage La Prairie.

Henry B. Devine, Strassburg, Sask., whose store was recently destroyed by fire, has reopened in temporary quarters, and is advertising salvage from the fire, on sale at the customer's own price.

The Day Hardware Co., successors to F. H. Tallman, Red Deer, Alta., have added a plumbing department and have placed James C. Colvin, an experienced plumber from Edinburgh, Scotland, in charge.

John Lockerbie, who owns one of Edmonton's largest hardware and plumbing establishments, is among the delegates attending the National Association of Master Plumbers' Convention, at Port Arthur, this week.

The St. John, N.B. Globe says: Medicine Hat, Alberta, papers are publishing fanciful statements of the projected removal of the Gordon Nail Works from St. John to that city. No arrangements of the kind have been made.

Roelofson Bros., of Galt, will shortly commence operations in that town as the Galt Machine Screw Co. The firm will manufacture machine, cap, set and special screws and parts for bicycles, automobiles and electrical appliances.

M. Molstad and S. Lomness are taking over the hardware business formerly owned by J. A. Kirkpatrick & Co., Bawlf, Alta. The stock will be moved into Mr. Molstad's own building which is being enlarged by two annexes.

O. H. Hellekson & Co., pioneer hardware dealers of Halbrite, Sask., are advertising their stock of lightning arrester supplies. They warn the public against "glib tongue rovers" who are selling lightning rods through that section.

E. Williams & Co., of Ganton, Man., have sold their hardware business at Stonewall, to Patterson & Vincent. At Ganton, they recently purchased the business of Frank Cockerell, and they have erected a stone building, 40x60 feet, in which they are carrying a large stock of general merchandise. Writing to Hardware and Metal, Messrs. Williams & Co. say: "We look forward to receiving Hardware and Metal, as our clerks take great interest in it."

Maritime Provinces.

The hardware houses which inaugurated the Saturday half-holiday movement in St. John, N. B., several years ago will continue the custom this year. Other large stores will follow the example.

The New Brunswick Foundry, at Fredericton, N.B., was destroyed by fire this week, and the loss is estimated at $41,000. It was owned for many years by McFarlane, Thompson & Anderson, the chief partner of which firm was Senator F. P. Thompson. Some years ago the business was taken over by Smith Bros., and they have conducted it since.

The hardware store owned and occupied by the late M. S. Sutton, Andover, N.B., has recently been purchased by J. W. Niles, of Muniac, N.B., who intends starting a hardware and crockery business at once. This store is one of the best retail hardware establishments in the province.

COULD NOT GET ALONG WITHOUT IT.

Valley River, June 9, 1911.

Hardware and Metal,
Winnipeg,

Gentlemen:—

Herewith you will find enclosed money order to the amount of two dollars ($2.00) for subscription to Hardware and Metal. I have been accustomed to looking over each copy, and find that I cannot get along without it. Every success to you.

Yours truly,
H. Stevens.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 54

MARKETS IN BRIEF.

MONTREAL.

Turpentine—Down 5 cents.
Sheet Zinc—Decline in price.

TORONTO.

Solder—Now 24c for wiping and 26½c for half-and-half.
Tin—Dropped to 48-49 cents.

MONTREAL.

Montreal, June 16th.—In the metal markets pig iron is practically, and literally for that matter, unchanged; copper shows considerable improvement, and is apparently beginning to pick up, while tin has been surpassing figures that not so long ago would have been claimed impossible, or rather, highly improbable. It touched the £231 in the English market after which it began to show manifestations of receding. The following from a recent report should be of interest even though it deals more particularly with the general American situation: "For months the American consuming trade has been unsettled, feverish and excited, to say nothing of the speculative furore here and abroad. It is asserted that the present foreign syndicate has been forced to accumulate 10,000 tons of Straits pig tin to make the present corner effective, and it is with some feeling of relief tinged with doubt that the trade recently heard from London that powerful bear interests had set June 14th as the day upon which the present corner will break. It is estimated that about $10,000,000 is involved in the present deal, the success of which is measured in trade parlance by a 'backwardation' of £26 on future position, which means that spot tin is selling in London at about 6½c a pound above the price at which later shipments are available. Although tin is sadly needed in this country, the exigencies of the situation have caused the shipment of about 600 tons of tin from New York to London within the last few weeks, and exporting tin from the United States is like carrying coals to Newcastle."

Pig Iron.—In this market there is hardly anything worth while mentioning. The situation is unchanged, and is generally dull. The Canadian trade is satisfactory enough in comparison with conditions for instance like those across the border. The English market is quiet and featureless. The market in the United Statess has gained nothing, and is weak. The general opinion is that prices would be shaded and concessions given for anything approaching a fair order. Naturally there is an effect of this condition in the Canadian operations, but otherwise conditions are satisfactory. There is a good demand and business is quite general. Prices might be more to the liking of the furnace people but this will be remedied with the recovery of the market. Prices on dock Montreal are: No. 1 Summerlee, $20; select Summerlee, $19.50; soft Summerlee, $19; No. 3 Cleveland and Clarence, $16.50 to $17.

Tin.—As might be expected, the local tin market has been very much unsettled, and prices here followed the movement on the New York market. Purchases were made only where it was necessary, and where the consumer did not have the foresight to provide for the future, which in this case was rather a stiff touch. The local price is 50 cents.

Copper. — "Copper is beginning to pick up a bit," remarked a local metal authority this week, but whether this is anything more than a flash in the pan, it is hard to tell. Opinions apparently differ, but even the appearance of an improvement is welcome, with the hope that it will be material. Copper is quoted at $13.75

Other Metals.—Lead and spelter show nothing of an unusual feature. They are steady with a fair demand.

Old Material.—There is a good demand for old materials Prices quoted locally are: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, June 16.—After having reached in the early part of the week the highest price ever recorded for the metal, tin dropped suddenly to-day, the latest advices being that New York is quoting 5 cents per pound lower than yesterday. The highest price of the week was the hitherto unheard of quotation of £233 in London. This is equivalent to 51¼ cents a pound in London. for big lots. The sudden falling down has brought Toronto quotations on moderate quantities to 48 and 49 cents.

A deplorable situation, so far as Canadian producers and jobbers are concerned, exists as regards pig iron. American furnaces have cut prices with no apparent consideration for producing cost, and are said to have sold thousands of tons of foundry iron to Canadian consumers. Domestic furnaces are unwilling to compete on a losing basis, with the result that they are booking practically no orders.

Other metals remain in about the same position as at last report.

Tin.—From the highest price in history, which was reached early in the week, tin has dropped to-day, so that local jobbers who follow the market most closely are now quoting 48 to 49 cents per pound. Whether or not this drop means that the syndicate have lost control of the situation, is difficult to say, but it would appear that they have simply overreached themselves. This view of the situation is borne out by the fact that futures are exceedingly strong. In fact on the London market, futures closed to-day £2 5s over yesterday in spite of the big decline in spot tin. It is fairly safe to say that, in view of the strong position of futures, spot tin cannot develop any decided weakness, especially when stocks seem to be very light in every quarter of the globe.

Antimony.—The market is quite lifeless.

Copper.—Additional strength is shown in this market. There is a very large consumption of brass in Europe, which, together with the expectation of a copper merger, helps to maintain the firm tone of the market. Prices are unchanged.

Aluminum.—We quote 20 cents per pound. There is an active demand for this metal.

Plates and Sheets.—"We have booked more sheets to-day," said a local metal man, "than at any other time this year." U. S. conditions are still reflected on this side, but prices are unchanged.

Pig Iron.—The U. S. furnaces who are indulging in a merry price-cutting war, appear to be getting all the business in this market. Domestic prices are as low as they can possibly go and keep above the profit line, so that quotations here are still nominally as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—There is not much lead on the market and no trouble is experienced in selling what is available. Prices are the same as at last report.

Spelter. — Primary markets show steady advances, but prices locally, though firm, are unchanged.

Old Materials.—We are still quoting: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

HARDWARE MARKETS

MONTREAL.

Montreal, June 16.—The weather man has helped to change at least slightly the character of goods in demand just now. Recent rains have called a halt to the drouth which was largely responsible for the heavy inroads on the supplies of rubber hose. But then it is expected that lawn mowers will be given an impetus.

"You cannot expect to sell hose and lawn mowers together in the manner hose has been going of late," remarked the head of a local jobbing house. Tools and implements are also expected to be helped along considerably. General business seems a little better this week. Builders' supplies and allied lines are moving steadily and there is a fair sorting demand felt.

Lawn and Garden Tools.—In spite of the fact that there has already been a very good demand in implements connected with the lawn and garden, there is still quite an enquiry and some time remains yet to expect its maintenance. Lawn mowers are good for considerable business, the season in fact having only nicely gotten under way.

Some prices quoted are: Lawn rakes, $3.75 to $5 a doz.; garden sets, 25c to $1.50 per set; border knives, $4.80 doz., net; garden trowels, 60c to $1.50 a doz.; garden shears, plain, 8-in., 55c; with notch, 8-in., 60c; long-handle border shears, $1.15 each; long-handle surface shears, $1.05 each; lawn mowers, low wheels, 7-in. diameter, 12-in. width, $2.55; 14-in., $2.65; 16-in., $2.75 each; medium wheels, 9-in. diameter, 12-in. width, $3.30; 14-in., $3.55; 16-in., $3.80 each; high wheels, 12-in. width, $4.15; 14-in., $4.40; 16-in., $4.65; 18-in., $4.90 each; lawn rollers, 20-in. diameter, from $13 to $18 each; garden wheel barrows, small, $2.55; large, $3; garden spades, $6.25 a doz. upwards.

Household Utensils.—There is a fair demand for household utensils graniteware, tinware, etc., are moving well. Just now there is a new enquiry for spring scales, and articles used in the preparation of fruits for preserving.

Seasonable Lines.—The demand for rubber hose has begun to fall off to the normal again. Refrigerators have been moving steadily the total demand having mounted to a big figure. Other lines are also interesting.

Harvest Tools.—This department is receiving a good demand for the common harvest tools, the west contributing a large share of business. Manila rope used with hay carriers is also asked for more often. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Contractors' and Builders' Supplies.—The demand for contractors' and builders' supplies is well maintained. The various activities throughout the country are showing their effect by creating a heavy demand. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Sporting Goods.—There is quite a sorting demand for sporting goods, the different lines of sport being represented. Guns and ammunition are receiving more attention.

TORONTO.

Toronto, June 17th.—The improvement in weather came in time to develop a fine volume of business in the Toronto jobbing warehouses this week. Travelers are sending in a nice lot of orders, and there is a specially heavy run of letter orders, showing that the retail trade have experienced a heavier demand than they had expected, and require to sort up.

Collections have been moderately good and, on the whole, satisfactory. One supply house stated that they had been keeping an accurate record of returned drafts, and found that the situation, in this regard showed considerable improvement over that of a year ago.

Particularly good orders have been received from Northern Ontario this week, and manufacturers and jobbers are turning their attention more closely to this field.

Heavy Hardware.—Business is normal and quite satisfactory, with no price changes to report.

Seasonable Goods. — The trade in screen doors and windows is now falling off, as is natural to expect, in the advancing season. On the other hand, the recent rains have evidently started the grass growing in good style, for lawn mower orders are very heavy. The difficulty which was reported last week in regard to refrigerators and oil stoves still continues, and in fact is accentuated. There is not a manufacturer in the country who is in shape to deliver any of the cheaper grades of refrigerators. This line has been very much oversold, and jobbers find themselves in the position of having to turn down orders in consequence. There is still a fair supply of the moderate and high priced refrigerators, and the situation may result in selling a high class article in many cases where cheaper goods would ordinarily be sold. There will be no stock of the cheaper lines available until well into July, and of course that will be too late for most dealers.

Household Goods.—The demand shows no abatement and all the lines of household goods are moving well.

Builders' Hardware.—This is another line which shows improvement under the better weather conditions. The scarcity of brick is still a disturbing feature, however, as builders' hardware is rarely ordered long in advance of actual requirements.

Stoves and Heating Goods.—Summer specialties in the heating line are selling fast. A good many retailers are holding demonstrations to show the public the economy and safety of coal oil stoves, and the result is seen in the volume of orders coming to hand.

Sporting Goods.—Jobbers report a splendid business this week, especially in target rifles and ammunition. Camp supplies are not moving particularly well, as many people who had made up their minds to go out early to their summer homes, have been discouraged by the cool wet weather early this week. An improvement will no doubt take place, however, now that the weather appears to have settled.

WOODWORKING FOR AMATEUR CRAFTSMEN.

The book on the above subject, which has just come from the presses of the Popular Mechanics' Co., is one which will prove very interesting to amateur carpenters and cabinet makers, and to all who have anything to do with woodworking tools. It is designed to cover every essential step of woodworking, the chapters dealing with making special articles, bringing out every cut, joint and process used in this important trade. The proper use and care of tools, working up of materials, etc., are treated thoroughly and plainly.

This is a valuable book for either self-instruction or use in manual training courses. It contains 128 pages 5x7 inches, with 125 illustrations. The price is 25 cents, and the book may be obtained from the Technical Book Department of the MacLean Publishing Co., Toronto, Montreal and Winnipeg.

The Western Hardware Market Situation

Fine Weather Makes Crop Prospects Excellent — Builders' Hardware in Heavy Demand—Stoves Selling Steadily — Some Price Changes Reported.

Winnipeg, June 16.—"Never has the country looked as well," is the unanimous opinion of the business men of the city who have just returned from a special trip in a private train throughout the three prairie provinces. Good weather for the growing of the crops continues to prevail, and while reports from a few localities indicate that sufficient rain has fallen to last for a month or six weeks, no real acute damage has yet been done in any place. One of the large wholesale houses stated to-day that orders for binder twine to their establishment had already increased 50 per cent. over last year.

Ingot tin has been the dark horse of the trade this week. This line has been steadily strengthening for quite a period and has now reached the highest point for years.

With the advance of the summer the rush for harvesting and threshing lines is increasing daily. The large increase this year will be noticed mostly in metal goods, as an exceptionally strong demand is prevailing.

Building material of all description is also in active call. Roofing and siding, as well as tools, are in constant demand, to keep the enormous army of workmen who are scattered all over the West busy. When houses are built, stoves have to be bought, and this line is also extremely active. Owing to the large amount of restaurants and hotels that are being opened up all over the West, the demand for heavy army ranges heads the list. Orders for such are received mostly from the newer parts of Saskatchewan.

The tone of the whole market may be said to be decidedly firm, and a few changes will be noticed in the quotations.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. nickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

A decling market continues to prevail in turpentine, and a further drop of 5 cents per gallon has taken place this week. Wholesalers attribute this to the fact that the supply is becoming greater with the arrival of warm weather. The high point in this line was $1.40, which was reached about the first of March. With the decline in prices the volume of trade is gradually increasing, but some large houses are holding off for further declines. Linseed oil and other lines are exactly the opposite, and are holding very firm. Quotations for linseed are $1.25 for raw and $1.28 for boiled. White lead is still at $6 to $6.75, according to brand.

Paris Green.—Some apprehension is being felt regarding the stocks of this line at present in the city. Present ones are getting low, owing to the heavy demand that has recently been prevailing, and the supply available is reported to be also on the small side. It is the opinion that should a dry spell arrive for any length of time there would in all probability be a shortage. One house is already reported to be out of stocks.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Turpentine—In barrels, $1.05; small lots, $1.10.

Methods of Retailing Paints and Varnishes

FAITH IN THEIR PAINT.

Whitehood, Sask.—Lamont's hardware store here are showing great faith in the line of paint they are carrying. They are advertising a sale of paint bearing the label of a well-known manufacturer, and are quoting very low prices. Their ad. says: "Remember, if you are one of those prejudiced ones as regards to whose and which is the best, just bring us a better paint with your proof and we will furnish you sufficient paint, free of charge, to paint your building, regardless of size. Are we fair ?"

MORE FACTS ABOUT THE PAINT AMALGAMATION.

In Hardware and Metal's report of the big paint amalgamation, appearing in last week's issue, some details of the transaction were incorrectly reported, and the facts of the case, together with further particulars have since been communicated to us.

The name of the new company is The Sherwin-Williams Co., of Canada, Limited. The capitalization is $8,000,000, which will be divided into $4,000,000 7 per cent. cumulative preferred stock of which $3,000,000 is to be issued now, and $4,000,000 of common. This company owns and controls all the shares and assets of the Sherwin-Williams Co., of Canada, The Canada Paint Co., and Lewis Berger & Sons, London, Eng. The purchasing of the Canada Paint Co. was a strictly cash transaction, while the Sherwin-Williams Co. of Canada, and Lewis Berger & Sons, were purchased from the Sherwin-Williams Co. of America for part cash and part stock.

The policy governing the three companies involved in the transaction, will be decided by W. H. Cottingham as president and managing director of the president, and general manager, together with the new board of directors of the Sherwin-Williams Co., of Canada.

A mechanical error in last week's Hardware and Metal made it appear that Robt. Munro who, up to the time of this important transaction was pretident and managing director of the Canada Paint Co., has been associated with W. H. Cottingham for twenty years. This paragraph was, of course, misplaced as it referred to C. C. Ballantyne, who has been closely identified with Mr. Cottingham's activities during that time. Mr. Munro had been managing director of the Canada Paint Co. ever since its organization, and assumed the presidency in January of this year upon the retirem nt of S. F. McKinnon.

The Board of Directors of the Sherwin-Williams Co., of Canada so far decided upon are W. H. Cottingham, C. C. Ballantyne, Jas. W. Garson, managing director Lewis Berger & Sons, Wm. McMaster, J. W. McConnell, Sir Trevor Dawson, managing director, Vickers Sons & Maxim, Limited, and W. J. White, K.C.

AN ERROR CORRECTED.

In last week's Hardware and Metal appeared an article descriptive of methods adopted by Aikenhead Hardware, of Toronto, to feature specialty lines, and the name of the clerk dressing the tool windows was given to Jas. Howe This should have been James A. Howie, and we regret the error in misspelling his name. Mr. Howie is responsible for some very attractive and trade-bringing tool displays at Aikenhead's.

ESTABLISHING TORONTO BRANCH

An office has been established in Toronto during the past week by the Southern States Turpentine Co., whose head office is in Cleveland, Ohio.

In charge of the Toronto branch is J T Hamilton, formerly Toronto manager of the Carolina Pine Products Co., who is therefore already well acquainted with the paint and oil trade in the Queen City.

The firm's office is at present located at No. 101 Victoria St., and they have engaged a warehouse on the Brock Ave. G. T. R. siding. As soon as this warehouse can be put into shape, the office will also be located there.

A BOOK OF PAINT SUGGESTIONS.

There has recently been a marked tendency in the paint trade to show prospective users how certain color combinations would appear on a building before they have actually used the paint. This tendency is further exemplified in a 24-page book of paint suggestions just published by Brandram-Henderson, Montreal. The book contains a number of fine-colored prints, some of which show color schemes for exteriors, while others suggest harmonies for interior decoration.

This booklet will help dealers to advise their customers as to the colors for home decoration which harmonize most effectively.

THE DEALER'S WOES.

Any hardwareman, who handles harvesting repairs in a small town, will remember some such incident as is here recorded in verse :

The farmer gazed with heavy frown
Upon his mower broken down,
Then hastened to the nearest town
To buy repairs.
He told the dealer of his woe,
And how much grass he had to mow,
But not a number did he know,
Nor seemed to care.

"The part I want," he wisely said,
"Is hollowed out and painted red,
I had the number in my head,
But I forgot.
It holds the thing-um-bob in place,
'Steen inches from that long, iron brace
That fastens to the big main base
And keeps it set.

"You surely know just what I mean,
It broke before on this machine,
That what-you-call-ums it's between,
And just behind
That thing which moves along like that,
About as big as this old hat
Would be if you should smash it flat,
I think you'll find."

The dealer sighed and shook his head,
"I don't know what you mean," he said;
"We'll have to search the extra shed,
So come along,
If you would only tax your brain,
So that the number you'd retain,
Or bring the old part in, 'tis plain
You'd not go wrong."

From end to end he searched the bins,
Crawled over castings, bolts and pins,
And skinned his fingers and his shins ;
It made him "cuss."
But still he searched with sinking heart,
(He'd seen two customers depart)
And in the last bin found the part.
"Twas ever thus."

"That's it," the farmer cried with glee;
"I thought 'twas number thirty-three,
Now, what's the price of that to me ?
Great Jumpin' Frogs !
Not forty cents ? An awful rate
For a thing that hasn't got no weight,
Oh, well, just put it on the slate
Till I thresh my hogs."

Developments in Paint and Varnish Manufacture

Presented Before the Congress of Technology at the Fiftieth Anniversary of the Granting of the Charter of the Massachusetts Institute of Technology.

By Edward C. Holton, Chief Chemist, The Sherwin-Williams Co., Cleveland, Ohio.

Fifty years ago the paint and varnish industry of this country was in its infancy and was under no scientific control whatsoever. Even twenty-five years ago the paint and varnish manufacturers who employed technical graduates as engineers or as chemists were the exception rather than the rule.

Conditions have greatly changed, and to-day some of the larger companies have so branched out, in their attempts to provide themselves with raw materials of more uniformly good qualities, that they now have geologists, mining engineers, electrical engineers, mechanical engineers, chemical engineers, metallurgists and chemists constantly employed in looking after the various branches of their business. Even the smaller companies must make occasional use of the mechanical engineer and the electrical engineer, and since the recent activity amongst the State and Federal law makers, the chemist has become well nigh indispensable.

The mining, milling and transportation of lead and zinc ores from the mines to the smelter calls for the employment af the various engineers, but the anlytical chemist or assayer must always be at hand. At the smelter the metallurgist or chemical engineer assumes charge of operations but he depends on his chemist.

The mining and milling of iron oxides, ochres, siennas, umbers, graphites, barytes, silicates, etc., are mechanical operations and are often carried on in a very crude manner, but somewhere and at some time before the product is sold it is examined and rated by a chemist.

In the manufacture of the so-called "chemical" and "lake" pigments, chemists and chemical engineers are indispensable. Many of the older and better known pigments have been made for so many years that they could be made without the aid of trained chemists but the margin of profit is so small and the opportunities for losses and waste so great that the manufacturer cannot afford to be without a chemist. The development of organic chemistry has been marvelous, and to it the paint manufacturer is greatly indebted.

Many of the fast to light analine, toluidine, anisidine naphthylamine and other lake pigments which were unknown, or if known, were laboratory curiosities twenty-five years ago, are to-day being made in American color plants to the extent of thousands of tons per annum. The intermediate organic compounds which enter into these lake pigments are still largely imported from Germany. The mineral bases on which they are built are mostly of American manufacture, and the diazotizing and combining of the organic compounds with each other and the mineral bases are generally under the direct supervision and control of chemists and chemical engineers trained in American schools.

Although much progress has been made in the manufacture of pigments, still more remains to be done. The field is a broad and interesting one and will offer opportunities for chemists for many years to come.

If the paint manufacturer of to-day were merely a mixer and grinder purchasing from others all pigments and vehicles which he uses, even under such conditions, he would be forced to maintain a chemical laboratory at his own plant or be in close touch with a commercial laboratory. If he did not do so he would not know the composition of his own manufactured products and would be liable to fine and imprisonment for unconscious violation of State and Federal laws.

The preparation and manufacture of paint vehicles is increasing enormously in kinds and in quantities, and presents an ever broadening field for the employment of chemists and chemical engineers. The lumbering of our Southern forests with attendant decrease of supplies of gum spirits of turpentine and consequent increase in price has brought about the recovery of wood spirits of turpentine from the waste logs, stumps and sawdust. It has also brought about the use in much larger quantities of coal tar distillates and petroleum distillates as as substitutes for spirits of turpentine. Here again chemists and engineers have worked out processes of distillation which furnish products far superior to that which were on the market some years ago.

About fifteen years ago China began supplying us in a small way with Tung oil, and to-day its use is enormous and we would hardly know how to get along without it.

Two very poor flax crops have recently brought about a world shortage in linseed oil and chemists in all countries have been busy in investigating more thoroughly oils hitherto but little known, in order that they may be used as substitutes for linseed oil if of value, and on the other hand may be detected and identified when so used.

A few years ago the art of varnish making was clouded in mystery. Varnish makers taught their sons or favorite helpers all they had learned from their predecessors and by their own experience. Little by little they absorbed information given to them directly or indirectly by chemists, and profited by it, but rarely did they give anything in return. To-day the varnish maker's attitude toward the chemist is rapidly changing. He recognizes the fact, which he is not always ready to admit, that if he would progress in his craft he must seek aid from the chemist. In many plants the chemist and varnish maker are working harmoniously together with the result that rapid advance is being made.

Of late years a great deal has been written and said about the chemical engineer. This is an engineering age, and the chemical engineer is beginning to come into his own, and his future is bright.

However, it should not be overlooked that if the chemical engineer is not first and foremost a chemist, he might better avoid the use of the term "chemical." A man well trained in general chemistry with some skill as an analyst and synthesist, and with an active imagination, is fully as well equipped to advance the cause as a chemical engineer who has little knowledge of chemistry. Some chemical engineers are needed, and they are greatly needed, but there is even greater need for many well trained, thorough analytical and synthetical chemists.

PAINT ECONOMY.

A fifteen page booklet of vest-pocket size, on the above subject, is being circulated among the trade by the Martin-Senour Co., of Montreal. The object of the booklet is to post paint dealers on the importance of the protection afforded by paint, and its consequent economy in conserving expensive lumber and metal. This is an argument seldom used with the purchaser, but it should be even more effective than the usual one of beautifying property by the use of paint.

While the Martin-Senour Co. have imprinted their name on the cover, the booklet itself does not refer to any particular make of paint and is simply intended to boost the paint business in general. The company are sending it to their own agents, but will also forward a copy to any paint dealer who is interested in posting himself on the subject of "Paint Economy."

MOTHS IN BRUSHES.

Take good care of the brushes you have in stock.

This is the advice given by a traveler for a leading firm of brush manufacturers, who says that he has come across a number of instances where hardwaremen have suffered through neglecting their brush stocks.

It is a good idea, at this season of the year, to carefully go over the stock of brushes and put in some moth balls or flake camphor, to protect the brushes against the ravages of moths. If preferred, it will be equally effective to use tarred building paper, cut into small pieces.

Even if the brushes appear to be in good condition, it is well to be on the safe side and to prevent the stock from being ruined, to put some flake camphor in each box and package of brushes. This operation should be renewed during August, and a little attention, in this line, will save the brushes from becoming practically unsalable.

W. H. Thorne & Co., St. John, N.B., were awarded a special prize of $10 for a window display of Philadelphia-made hardware.

ML ML ML ML ML ML ML ML ML ML ML ML ML

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M (MAPLE LEAF) **L** **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M (MAPLE LEAF) **L** **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M (MAPLE LEAF) **L** **Elastilite Varnish**

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Lists, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET

ML ML ML ML ML ML ML ML ML ML ML ML ML

You Can't Overlook Facts

Mr. Dealer:—Here are a few statements that you can't afford to overlook.

Minerva Paints and Varnishes were first manufactured in England 76 years ago—their growth was spontaneous and steadily increased until the London house was supplying *Minerva Brands* to the markets of the world. Canada was recently recognized as a market which could produce a large demand, and although the competition was strong, it was decided to build a Canadian factory and manufacture identically the same brands as were made in England. About six months ago the large Toronto factory started to fill the already waiting orders. Since the first day the success of *Minerva Paints and Varnishes* has surpassed all expectations. The demand has been such that the extreme possible output has been taxed. The success of *Minerva brands* has been assured in Canada. There are reasons for such growth.

Minerva Paints and Varnishes give honest value—they contain absolutely the very highest grade ingredients possible to procure.

The Manufacturers co-operate in every possible way with the dealer.

Extensive consumer advertising is used.

A good fair margin of profit and an attractive proposition is offered.

This is why Minerva Brands mean your reputation and profit.

Write us for information—be a part of this big selling organization and get your fair share of the waiting profits.

The Pinchin-Johnson Co. (Canada) Ltd. F29

Established in England—1834 **377-387 Carlaw Ave., Toronto, Can.**

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 16.—The paint and oil market retains all the strength that has characterized it of late, and from present indications it would seem that it is likely to hold its firmness. The demand from the country makes it apparent that there is likely to be a great deal of paint and allied materials used during the next few months. It is also evident that there has been quite a lot of painting left untouched, possibly from an idea that prices were going to be high. During the past week linseed oil has remained steady at the figures quoted a week ago, while turpentine has been quoted down five cents.

Linseed Oil.—Linseed oil has been unchanged during the week, and it is difficult to tell what the succeeding action will be. The prices quoted are $1.04 for raw and $1.07 for boiled. The demand is improved and according to those in close touch with the market, there is more than one reason to consider it rather firm.

Turpentine.—Quite a decrease in price is noticeable this week. Last week it was quoted at 85 cents a gallon, now it is down to 80. The receipts of supplies from the south have been very liberal, and to such an extent that prices have had to shrink as the supplies increased.

Arsenate of Lead.—The demand for arsenate of lead does not let up and a good tone is still noted. Supplies here are still none too abundant. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Paris Green.—As the "bug" season approaches, those who have delayed ordering are sending in their demands. It has been stated previously that stocks of Paris green are not heavy, and naturally that state of affairs has not changed during the week, except that stocks have become lighter.

Prices are as follows: — In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18⅜c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets. 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Putty.—Putty is in good demand. Enquiry is steady, but there is nothing unusual in the extent of the orders received just now.

Existing prices of putty are: Bulk, bbls., $.2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—This article is going out steadily with every prospect of the demand being well maintained. Prices of white lead are: In bbls., 800 lbs., 9c; in half bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5 lb. bottles, 12c; in 2 lb. bottles, 13c; in one lb. bottles, 14c.

Prepared Paints.—Orders for prepared paints have been of the sorting up kind, and generous. Judging from the trade that should have been felt earlier in the year, and from the new work still to be done, there is the likelihood of continued business during the rest of the summer.

TORONTO.

Toronto, June 16, 1911.—This has been the busiest week in the season, so far as the paint, oil and varnish trades are concerned. The more settled weather has resulted in exterior work being vigorously resumed, and manufacturers and jobbers have consequently felt a very heavy demand for materials.

The most noticeable feature of this week's trade has been the heavy shipments made to Owen Sound, where the tornado caused a great deal of damage to buildings. This increased business was especially noticeable in glass and putty. Many of the business buildings in Owen Sound suffered severely from breakage of glass, and it has taken some heavy consignments from Toronto warehouses to repair the damage.

It really looks as if turpentine had reached rock bottom price. Quotations made here vary, depending upon the quantity purchased, but the usual price asked is the same as last week.

Linseed oil is another commodity which seems destined to maintain a steady price level for some few weeks to come. No change has been made since our last report.

Linseed Oil.—The local price is still $1.09 for raw, and $1.12 for boiled, the same as last week. It is thought that the price should remain stationary for some little time, or at least for the next thirty days. There is no chance of any new flaxseed reaching this market until some time next month, and this seed must come from India. There is none harvested at any other point, at this season of the year.

Turpentine.—As has been outlined above, local authorities are of the opinion that turpentine has reached its lowest price. The price at Savannah and Jacksonville is now much lower than had been anticipated, and it is expected that large contracts will now be made, and supplies very much reduced in the near future. If this takes place, it is likely that the market will be sustained pretty well at present rates, so that those who follow the market most closely are inclined to think that buyers would be safe in purchasing any turpentine that they require for the season.

Rosin.—There has not been the same proportionate reduction in rosin as has taken place in turpentine. The explanation, no doubt, is that rosin can be stored at such little expense, because there is no danger of leakage or waste of any kind. Speculators, therefore, are simply "standing pat" and holding up the price. Under these conditions, it is unlikely that there will be any further reduction in rosin before September.

Putty|—This week's business has been very large. Prices are unchanged, as follows:

Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.—A strong demand has been experienced this week, and prices are unchanged. The lower price of linseed oil and turpentine is encouraging a large consumption of lead.

Prepared Paints.—Retailers have evidently sold large quantities of prepared paints, judging from the good sized sorting and repeat orders which are coming to hand. Prospects are bright for a continuance of this demand throughout the painting season.

Varnishes and Japans.—This business is in a very healthy condition. All branches of the trade are busy, being well filled with orders.

Glass.—The feature of this week's transactions was the stream of orders from the Owen Sound district. The severe tornado which visited that locality at the beginning of the week smashed a great deal of glass, and rush orders were immediately despatched to Toronto jobbers to repair the damage.

Reports from Belgium indicate that glass is firmer in primary markets, and prices are likely to go higher before long.

Specialties.—Paint specialties are enjoying a remarkably good demand this season. Floor finishes and flat paints for interior decoration are well to the front.



A HELP IN COLOR COMBINATION.

Too often the selection of the colors for house painting is made almost at random.

THE MISSION OF THE "SUGGESTION BOOK"

is the same as that of the architect's plans. It gives the customer a complete idea of the correct combination to be used, at the same time giving the number of the



B-H "English" Paint

that will give the desired effect.

You can help your customers to secure absolute satisfaction.

SEND FOR A COPY OF THE "SUGGETION BOOK."

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot.....	13 75	13 00
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	19 00
Summerlee, No. 3 " ..	20 00	22 50
Carron, special.....	20 00	
Carron, soft.....	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (800)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....		0 06
⅞ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 90	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22.....	3 65
24.....	3 70
26.....	3 75
28.....	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜	2 25	⅜	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb.....	3 75	3 75
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	4 50	5 00
Sheets, 3 to 6 lb. ft.....	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping....	22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks.....	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $50 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$7 00
I X, 14x20 base.....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base.....	5 00	
I X, 14x20 base.....	6 00	
I X X, 14x20 base.....	7 00	
I X X X, 14x20 base.....	8 00	

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base.....	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....		4 50
I X, 14x20 base		5 25
I X X, 14x20 base.....		6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base.....		4 25
20x28, double box.....		8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets		7 50
I X, Terne Tin.....		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	}	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamil on and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	2 45
Galvanized, plain twist.....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....	2 85
Plain.....	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb.....	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)..		0 07
Litharge ground.....		0 05
" flaked		0 05½
Green copperas (green vitrol)....		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure.....	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C Co.....	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal.....		0 10
German common sheet.....		0 10
German prima.....		0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....		0 10
" golden medal.....		0 11
" brown sheet.....		0 10
" golden sheet.....		0 13
" gelatine.....		0 22
" white gelatine.....		0 20
" white glue.....		0 12
" 100 flake.....	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.....	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base ...	2 00
Canada Paint Co.'s pure..... 1 75	2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.....	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90





THESE CARDS ARE NOW IN THE STREET CARS IN YOUR DISTRICT.

Our street car advertising campaign covers the majority of street cars in Canada.

The object is to help you sell.

BOECKH'S BRUSHES and BROOMS

These cards will be supplied free to dealers upon request.

Manufactured by

The Boeckh Bros. Company, Ltd.
TORONTO, - - CANADA

They Profit By Comparisons

Compare a new Cane Washboard with a new washboard of any other make and you will realize its superiority. Better still, compare the two washboards when they have been some time in use. The other kind will show many signs of wear and will be getting unpleasant to use, the Cane will look and serve as well as it did when new.

CANE'S WESTERN KING

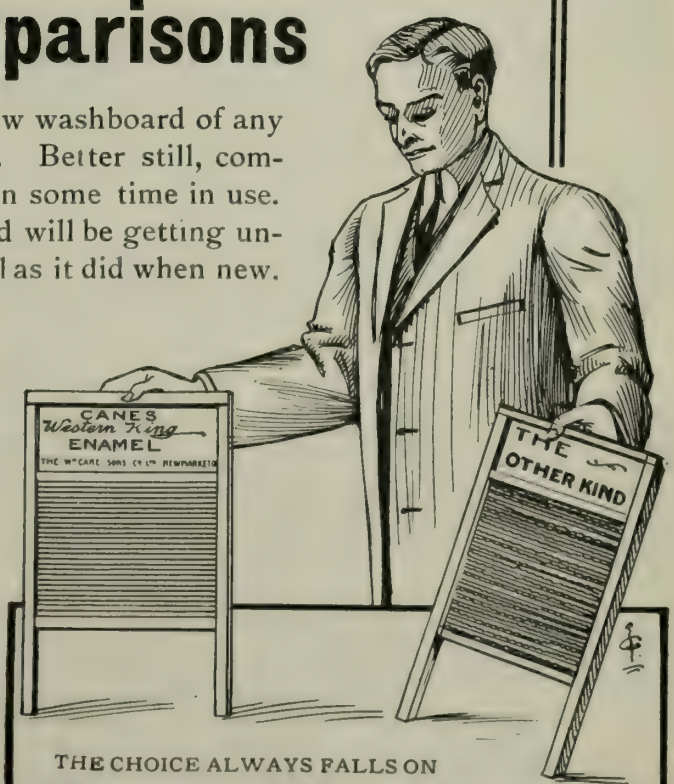
WASHBOARD IS FITTED WITH AN

ENAMEL RUBBING PLATE

and, like the other Cane Washboards, is better than other makes in material, workmanship and finish.

Send for our catalogue giving particulars of **CANE'S WASHDAY WOODENWARE.**

Wm. Cane & Sons Co., Limited
NEWMARKET, CANADA



THE CHOICE ALWAYS FALLS ON

Cane's Washboards

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 80	0 81
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, raw	1 04	1 09
" boiled	1 07	1 12
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Granitine floor finish	2 25
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Sheils, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., 10c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb off.
Stove rods, per lb., 5½ to 6c
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	95
2 Ply complete, per roll	1 15
3 "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 08
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	28 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 60 per cent
Brass 55 per cent

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch per gross	9 00
" " ⅞ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅛ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

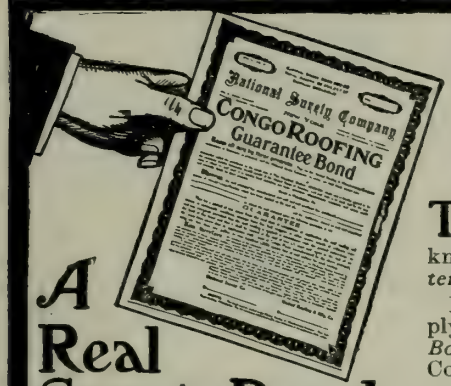
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years.*

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921.*

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

They Stand The Weather Test!

Ability to withstand wide variations of temperature is a first consideration with the building papers and roofings you handle. In this respect our

"Ready" Roofing and "Black Diamond" Tarred Felt and "Cyclone" and "Joliette" Building Papers

are well worthy of your recommendation, and they are, moreover, profitable lines to handle. They can be laid by any ordinary workman, and never fail to give the fullest satisfaction to your customer. We also make a full line of Wrapping Papers.

Western Agent—F. J. COX, Winnipeg.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

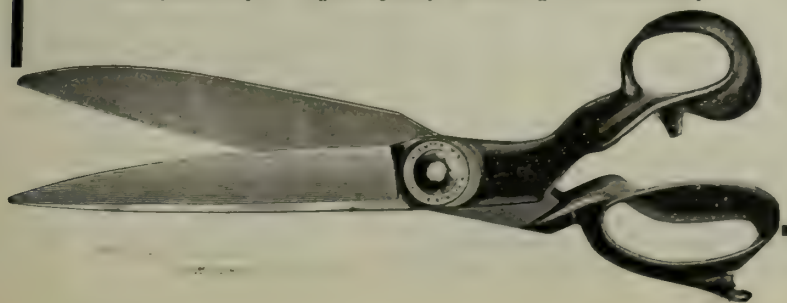
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

HEINISCH TAILOR SHEARS

Perfectly Finished—Correctly Tempered—Keen Cutting Edge

Best Quality Japan Highest Quality Materials and Workmanship



ALL JOBBERS STOCK THEM

:: :: We also make :: ::

SCISSORS, TRIMMERS, TINNER SNIPS

The Best that can be Made

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¾—1¾ inch	2 70
2—2½ inch	2 60
2¼—2½ inch	2 45
3—3½ inch	2 40
3¾—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅝ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

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Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
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HIGH-GRADE GENUINE CHARCOAL PLATES. TISSUE PACKED

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Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Booth-Coulter Copper and Brass Co., Toronto
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Chicago Flexible Shaft Co., Chicago

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The Western Clock Mfg. Co., La Salle, Ill.

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Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Booth-Coulter Copper and Brass Co., Toronto

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Hamilton Cotton Co., Hamilton.
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The Galt Art Metal Co., Galt, Ont

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
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Buffalo Mfg. Co., Buffalo, N.Y.
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Dorken Bros. & Co., Montreal.
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Hunt, Helm Ferris & Co., Harvard, Ill
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Star Expansion Bolt Co., New York

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McClary's, London, Ont.
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LIMITED

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THURSDAY,
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Hobbs Mfg. Co., London
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Sharratt & Newth, London, Eng.
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Still, J. H., Mfg. Co., St. Thomas

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Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
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Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Steel Co. of Canada, Ltd., Hamilton

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Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

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The L. Martin Co, New York
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Taylor, Forbes Co., Guelph.

Lighting Fixtures
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
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Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
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Queen City Oil Co., Toronto

Oil Tanks.
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Dougall Varnish Co. Montreal
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Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
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Sherwin-Williams Co., Montreal.
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G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

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Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

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Standard Automatic Mfg. Co., New York

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Greening, B., Wire Co., Hamilton.

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Star Mfg. Co., Carpentersville, Ill.

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Greening, B., Wire Co., Hamilton, Ont.
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International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

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Metal Stamping Co., Jackson, Mich.

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Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

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Jas. Chesterman & Co., Ltd., Sheffield, England

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Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
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Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts
Canada Screw Co., Hamilton On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
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Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.

"No Lost Motion. Gets ALL the Dust."

Regina Vacuum Cleaner



There is much honor and profit in hitching up with the right Vacuum Cleaner. When you handle the Regina, you are selling a guaranteed success—not an experiment.

Electrically Operated

Embodies the excellent principle of the double pump, which has made the Regina famous. Operated by an easy-running electric motor, each pump works at 1,200 impulses per minute. The two pumps work alternately, each pumping air on the upward stroke. The action of the one follows instantly the action of the other. The result is a continuous suction of great power that simply gets all the dust.

Hand Operated

A child really can run this cleaner. Two pumps are at work, forming a continuous suction of great strength. Dust can be emptied without fussing with nuts or bolts or turning the machine upside down. Compact, strong, serviceable, the Regina Hand Cleaner pleases fastidious people at sight. No complicated mechanism to get out of order. Easiest and simplest cleaner to handle you have ever seen.

Nothing to touch the simplicity and dust-getting qualities of the Regina Vacuum Cleaner has yet been placed on the market.

For Money-making "REGINA" Proposition, Write

THE PAGE WIRE FENCE COMPANY, Limited

WALKERVILLE, ONTARIO

BRANCHES:—Toronto, Cor. King St. West and Atlantic Avenue; Montreal, 505-517 Notre Dame St. West; St. John, N. B., 37 Dock Street.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL TORONTO ANTWERP LONDON WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited

LONDON TORONTO WINNIPEG MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

BUSINESS CHANCES

FOR SALE — Department store in good Alberta town. Stock $25,000; yearly turnover $100,000. Address Box 1226, Calgary. (25)

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Hardware store fixtures, consisting of shelving, boxes, drawers and counter. Will sell cheap. This is a grand opportunity for anyone starting in business or enlarging. Write MILROY SUPPLY CO., Montreal. (24)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

LUMBERING TOOL BUSINESS FOR SALE.—Established by W. Wallace in 1860. It is in first class condition and is flourishing. Present owners wish to retire. Excellent opportunity for man with limited capital. Apply WILLIAM WALLACE, Three Rivers, P.Q. (24)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

PATTERN DRAWING

A CHEAP, PRACTICAL and Complete Home Study Course on Sheet Metal Pattern Drafting, Estimating and Construction. Send for particulars to THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (21tf)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limted. Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25 % to 75 % of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SITUATIONS WANTED

EXPERIENCED hardware and stove traveler, with first-class connections throughout the Northwest, is desirous of securing situation as traveler for hardwars, stoves or miscellaneous lines. P. O. Box 442, Edmonton, Alberta. (25)

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Smart young man with some knowledge of hardware business. J. R. MYERS, Stratford. (22tf)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

WANTED—First-class tinsmith to start at once in town in Saskatchewan. Must be temperate and reliable. Will give $3.50 per day till winter and good wages for winter months. Box 512, HARDWARE AND METAL, Toronto. (24)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

WELL-KNOWN BRITISH MANUFACTURERS of plumbing fixtures require Sales Manager for Branch in Eastern Provinces of Canada. Good opening for young, energetic man having experience of the trade and in close touch with architects and buyers. Full particulars, in strict confidence, stating salary required, Box 516, HARDWARE AND METAL, Toronto. (25)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

TRY A CONDENSED AD.

IN THIS PAPER.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

HOW ABOUT VARNISHES?

Are you carrying a stock of Varnishes which you can honestly recommend to your customers?

If you are carrying DOUGALL VARNISHES, "nuf said,' but if not we would like to interest you in our Goods.

'The Varnish that lasts longest,' that is our slogan, and we live up to it. Every gallon is the same —Quality—every drop of it.

You will put your business on a firmer basis and will please your customers by recommending and selling DOUGALL VARNISHES.

Our booklet on Varnishes will be sent you if you let us have your name and address. Write to-day—it's worth while.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

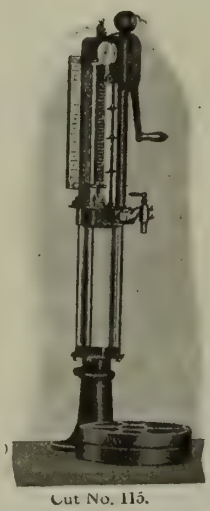
The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON

A Dollar Talk

On Paint Oil Storage.



Cut No. 115.

How much oil is:

Soaked up in the floor?

Smeared over the measures and funnels?

Absorbed by the barrel?

Wasted by over-measure and spillage?

Spoiled by evaporation?

How much is your fire hazard increased?

The answer to these questions shows why it is profitable to buy a

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The Bowser Buys Itself
Ask for Book No. 1N.

S. F. Bowser & Company, Limited

66-68 Fraser Avenue, TORONTO, ONT.

Satinette

(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description Gloss Interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A

Moore's Muresco

The steadily increasing demand for this favorite Wall Finish during the 18 years it has been on the Canadian market affords ample evidence of its reliability and quality.

During 1910, in Canada alone, the sales of "MURESCO" increased no less than 35%, but we are not content to stand still! Hundreds of dealers are now stocking and recommending "MURESCO," because of the subdued, velvety appearance it produces, but hundreds more are not yet handling it! Are YOU one of these dealers?

MURESCO is a quality preparation right through. It will not peel, crack or rub off, is very economical in use, artistic in appearance, durable and sanitary.

A real good profit-producer for the Retailer! Made in White, 16 Tints and 16 Colors.

Write for Color Cardland Prices.



Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



Other Leading Moore Products are
"IMPERVO" VARNISHES
MOORAMEL
TILE-LIKE
FLOOR PAINT
SANI-FLAT
MOORE'S HOUSE COLORS

Our Special 30 Day
Free Trial Offer

To further advertise our high-grade **CROWN VACUUM CLEANERS,** we will send to any responsible dealer one machine on 30 days' trial.

A SUMMER PROFIT BOOSTER

During the summer months more dust and dirt accumulate in the dwelling than at any other season of the year. Our **"CROWN" VACUUM CLEANER** will be a ready seller and will be the means of boosting your profits in the dull season.

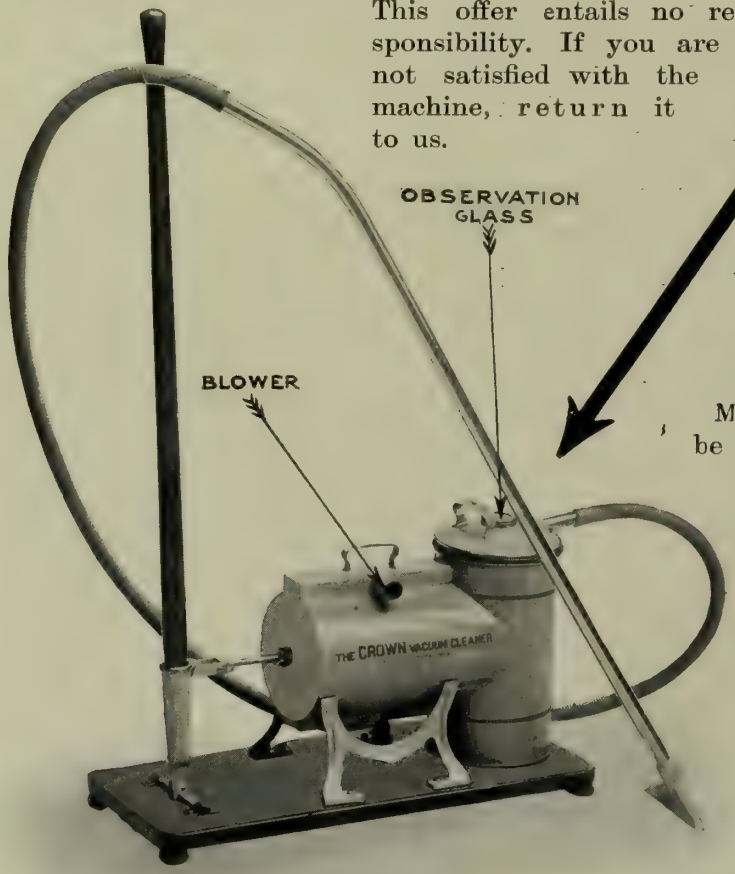
One Hardwareman made $50 in two months by renting one machine to his customers.

This offer entails no responsibility. If you are not satisfied with the machine, return it to us.

The cost is $15 f.o.b. Toronto, the selling price $20, leaving a generous profit for the dealer.

A New Feature:

An OBSERVATION GLASS in the dust catcher enables the operator to see exactly when the fabric under treatment is clean. **No guess work in operation.**



THE BLOWER makes it easy to clean inaccessible corners, and the effective oil system insures ease of operation.

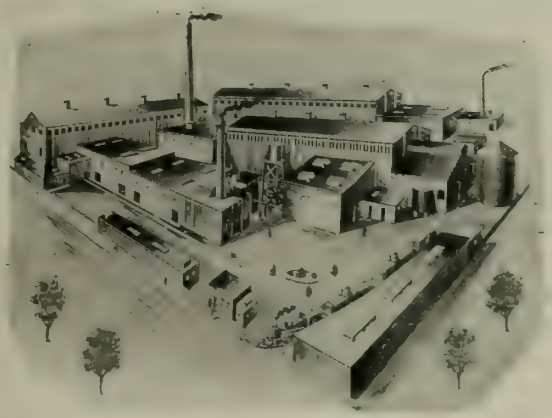
Machine weighs only 16 lbs. and can be operated by a child.

THE DUST COLLECTOR can be emptied in three seconds. The hands do not come in contact with the dirt.

All parts are metal and are enameled in gray and gold.

This Advertisement will not appear again. Write before you forget.

Edward L. Dyer
47 E. Wellington, Toronto



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

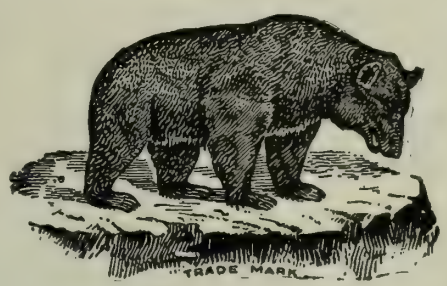
BEAR BRAND LAMP BLACKS

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

THE YANKEE

(Made in England)

A

$5.00

Safety Razor that you can Sell Profitably at

$2.50



$18.00

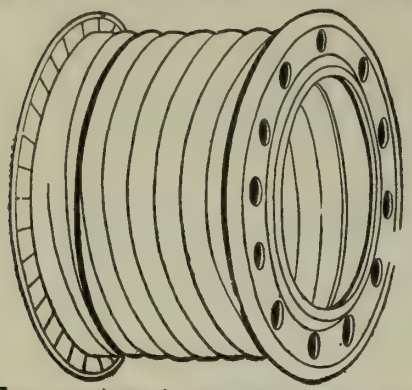
Per Dozen Delivered.

It's the most compact pocket edition of a case that you ever laid eyes on.

The entire effect and intrinsic value easily proves a Superior $5.00 standard.

INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Canada

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

YOUR PAINT DEPARTMENT

will be your specialty—your customers will stick to you, if you sell the high-grade

New Era Paint

It brings a cleaner and more satisfactory profit than any high-priced paint you can buy.

New Era is noted for its lasting quality. It will cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any paint of the day.

New Era Paint is a guaranteed seller.

Write To-day for Particulars.

STANDARD PAINT AND VARNISH WORKS CO., LTD.,
WINDSOR, - ONTARIO.



Everything "WITHIN REACH" is the ideal condition for your store. To make the reaching easy you should have a

Bicycle Step Ladder

for your shelving. There are many styles, to suit every condition, and they satisfy both the climbing need and the easy sliding requirement.

They are built of hardwood to match your interior and fitted with solid hardware that means durability. The running gear is silent and easy rolling.

EVERY POINT IS PERFECT.

Write for quotations covering your special case.

The Hamilton Brass Mfg. Company, Limited
Hamilton, Ont., and Montreal, P.Q.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

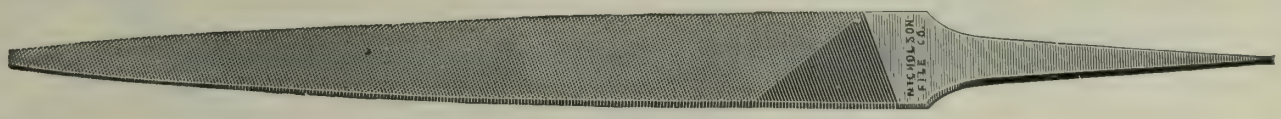
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



Best Files for Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-Made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



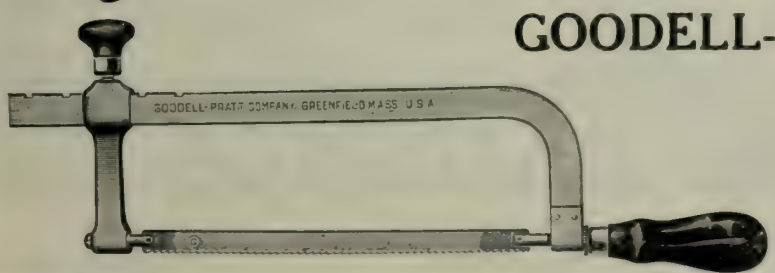


STRENGTH AND RIGIDITY

Just notice the shape of the Adjustable Arm where the Frame passes through it; there is just a free sliding fit and a turn of the Knob locks it tight.

It is absolutely rigid and there is NO BUCKLING OF THE BACK ON A GOODELL-PRATT HEAVY HACK SAW FRAME, for it is made with sufficient strength to stand up to the work.

All the 34 styles of Goodell-Pratt Saw Frames are just as well made and give just as good service.



GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NICKEL

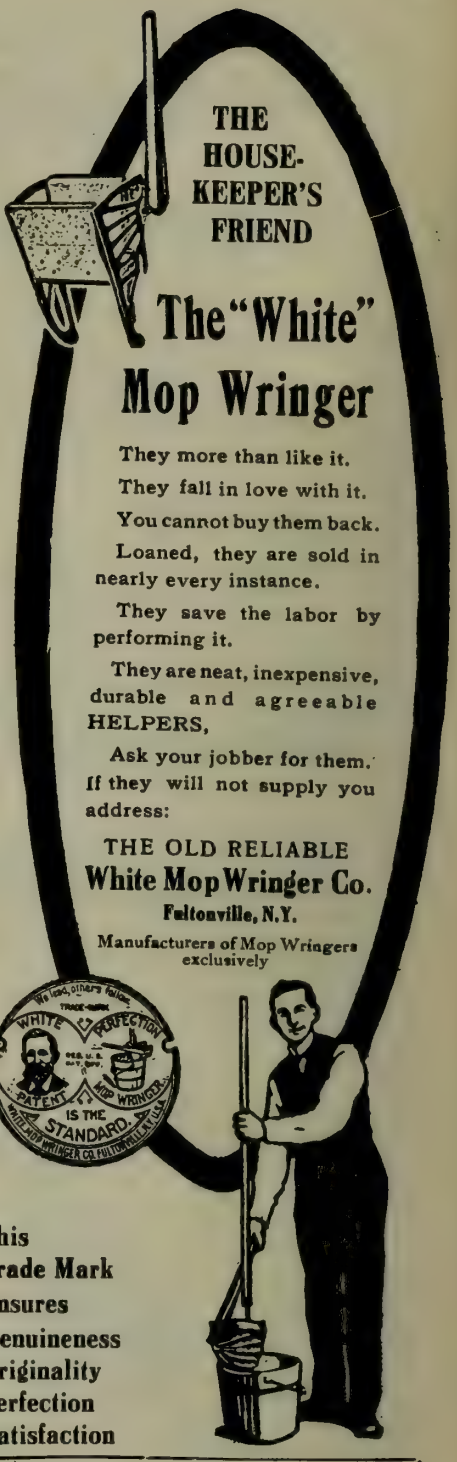
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.
They fall in love with it.
You cannot buy them back.
Loaned, they are sold in nearly every instance.
They save the labor by performing it.
They are neat, inexpensive, durable and agreeable HELPERS,
Ask your jobber for them. If they will not supply you address:

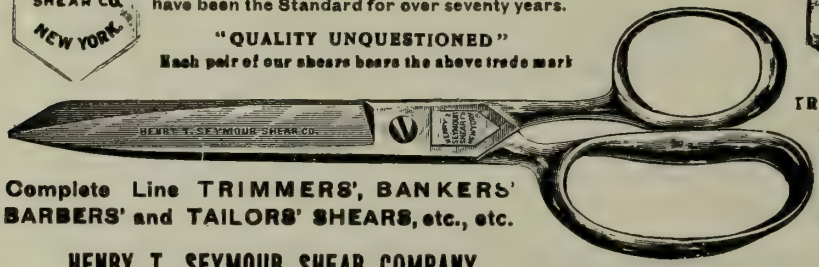
THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

have been the Standard for over seventy years.
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.
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Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

SCALES OF ALL KINDS

MANUFACTURED BY

SHERBROOKE SCALE COMPANY

SHERBROOKE : : : : QUEBEC

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

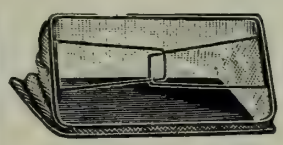
Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

Ehle's Patent Lunch Box

This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE



FOLDING UP



FOLDED FOR POCKET

Dimensions set up—
7½ x 4½ x 5 inches.
Parcelled 1 doz. in a bundle;
packed 1 gross in a case.
Shipping weight per gross, 80 lbs.

Prices on Application.

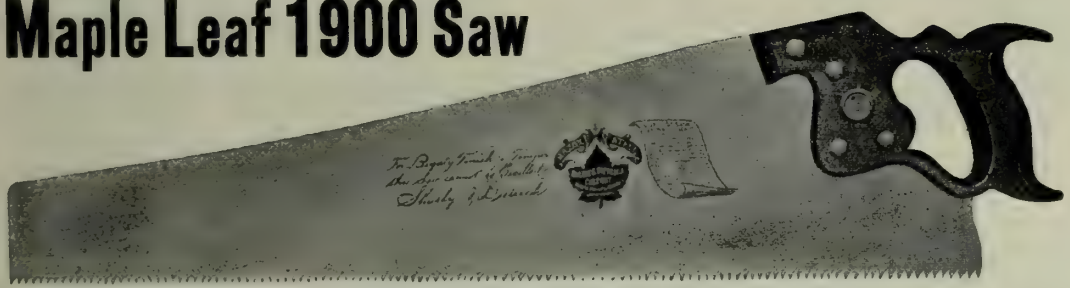
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E. T. WRIGHT & CO., Hamilton, Canada

(H. G WRIGHT)

Winnipeg agents, W. Reynolds & Co., Winnipeg, Man; Toronto agent, F. B. Wilson, 33 Maitland St., Toronto, Ont.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO ***VANCOUVER, B.C.***

The "BAYARD" Baby Automatic Pistol, Calibre .32 (7.65$^{m}/_{m}$)

The Little Giant---A Midget High Power Automatic

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL.



OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.



"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

ORNAMENTAL IRON WORK
WIRE CLOTH AND WIRE GOODS
PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH
Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

ANYONE CAN USE
THE "SPECIAL" SAW SET



FULLY WARRANTED
THAT'S WHY THEY ARE THE FAVORITE WITH THE CARPENTERS AND AMATEURS
SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO
CHAS. MORRILL, 271 Broadway, NEW YORK, U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

ROYAL POLISHES

for every kind of metal surface are the polishes 'par excellence.'

They produce a brilliant, lasting shine that comes quickly and goes slowly, and are a profitable line to handle!

How's stock? Look into this TO-DAY.



ROYAL POLISHES COMPANY
MONTREAL

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

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RATES: payable in advance.
2c. per word first insertion.
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5c. extra if box number is desired.

Hardware and Metal
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PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE CO.
MILLWALL DOCKS,
LONDON, ENGLAND.

Jonathan Crookes & Son

Corporate Mark

Sheffield England

Granted 1780.

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For Sale by Leading Wholesale Houses

We carry the largest assortment in Canada of

BRASS ROD BRASS TUBING
SHEET BRASS

and can make prompt deliveries from stock.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

Glues, Gelatines, Size, Etc.

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for **QUALITY and VALUE** cannot be excelled.

Supplied through Merchants, Jobbers, etc., only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1859 Appley Bridge, Wigan, Lancs., England

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an orde, and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

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WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

POTATO BUGS

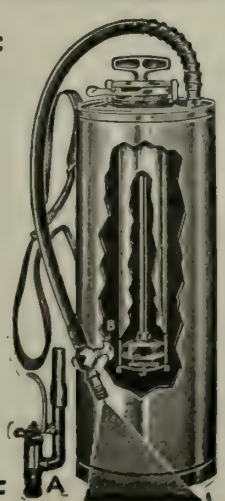
Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market Potato Bug season is on now. Every Farmer and every man with a garden is interested.

You should have Sprayers in Stock
Write us for Special Terms

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT



ALL CHANCE!



From the old-fashioned polishes and use

POLIVIT

The Lightning Silver Cleaner

No more wasted hours rubbing away with troublesome powders, pastes and brushes. Place Polivit in water with washing Soda, and the dirt flies from the silver to Polivit.

Write for pamphlets and prices

A. A. SHUTE,
FREDERICTON, N.B.
Sole agent for Canada
Be sure and stock Polivit

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

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Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

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SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

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GALVO FILTER & STERILIZER

Kills all disease germs by Electricity. Plain or Screw Faucets 50 and 75 cts.
Write for Doctors' Reports on the "Galvo"

FILTERS "ANTI-SPLASH"

FILTERS Plain or Screw Faucets 25c Write for discts.
Anti Splash Filter Co.
Owen Sound Ont.

FLOOR SPRINGS.

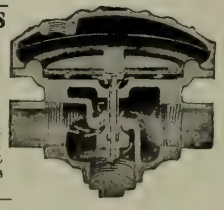
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Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

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WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
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Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

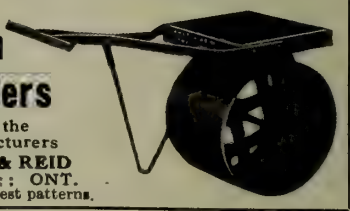
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L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

LAWN ROLLERS.

Lawn Rollers

Write the Manufacturers
JAMES & REID
PERTH :: ONT.
We have latest patterns.



MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by
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Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Mariatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.
Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

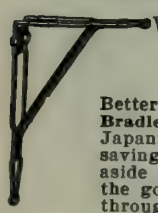
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Pelloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. Manufactured by

THE COLLINS MFG. CO. - TORONTO

STANCHIONS

O K CANADIAN U BAR STEEL

Stanchions and Stalls

are guaranteed not to let the cattle loose, and are absolutely sanitary.

Canadian Potato Machinery Co., Limited

208 Stone Road - - Galt, Ont.

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

TREWHELLA BROS.

9 Alma Street, Smethwick, Birmingham, Eng., and Trentham Victoria, Aust

TOOL HOLDERS.



OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.



ARMSTRONG BROS. TOOL CO.
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Right Hand

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Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

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WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

MOP STICKS.

MOP-STICKS

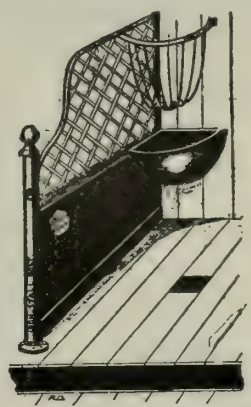
OF DURABILITY
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS.. - Toronto, Ontario

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

When writing advertisers kindly mention having seen the advertisement in this paper.

The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

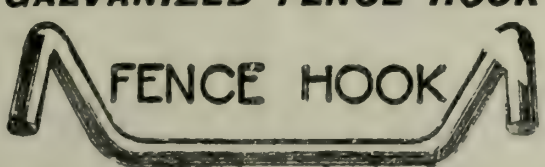
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

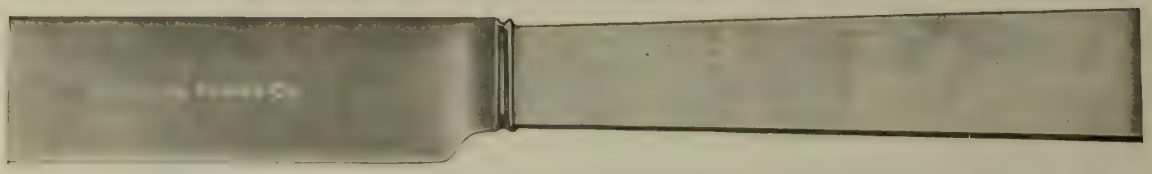


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Two Cents per Word

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.



STEEL BLADE TABLE CUTLERY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. It is a knife that is unsurpassed in every respect. A FAIR TRIAL WILL CONVINCE YOU. We guarantee satisfaction. Write for catalog and prices.

The McGLASHAN, CLARKE CO., Limited, Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St., Montreal; N. F. Gundy, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



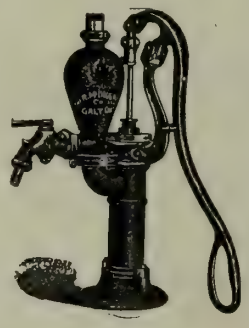
Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

THE R. McDOUGALL CO., Limited

GALT, CANADA

SELL

"Stratford" Garden Seats



They are a high-grade line of well-made seats, attractively finished and strong, yet light. Made of good, strong beech, seat and slats are screwed firmly to the supporting frame, ensuring the utmost rigidity. Frame painted red---the balance natural wood varnished. Packed two in a bundle.

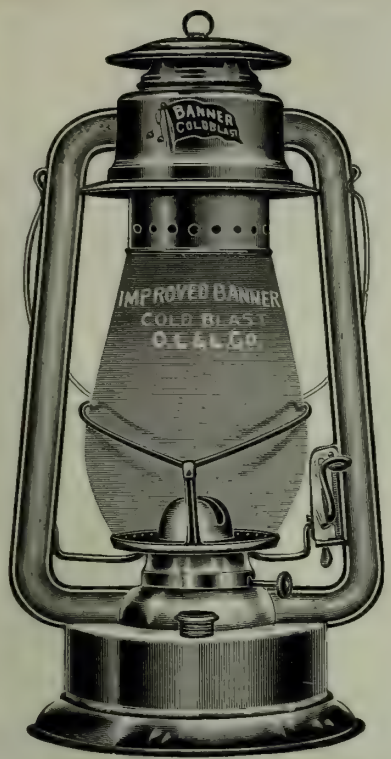
Now is the time to stock up with this favorite line! Better send along your enquiry to-day.

WRITE FOR CATALOGUE "B."

The Stratford Mfg. Co., Limited

STRATFORD, - - - - ONTARIO

Manufacturers of
LADDERS, LAWN SWINGS, ETC.



"BANNER" COLD BLAST LANTERN

WHY offer your customers inferior lanterns?

WHEN you can get the best for the same money!

Just compare the BANNER with any other

Patent well, patent lift lock. Handsome finish. Burns 15 hours longer than any other.

For Sale by All Jobbers.

Ontario Lantern & Lamp Co., Limited.

HAMILTON, ONT.

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

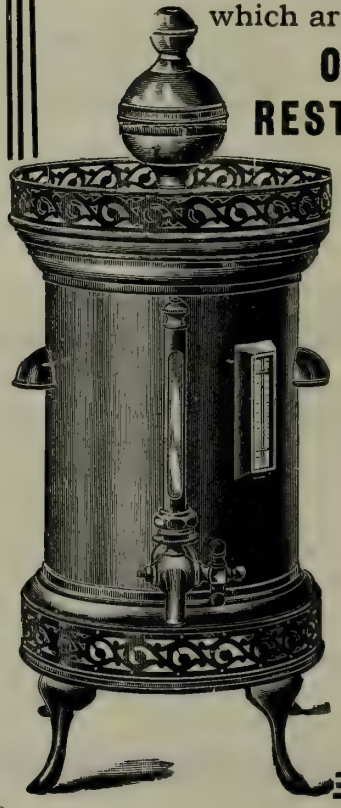
Points to remember in connection with CANADA CEMENT when making specifications.

Canada Cement Co.

Limited
MONTREAL TORONTO WINNIPEG CALGARY

The APPEARANCE, DURABILITY and FINISH of our urns are unsurpassed, and, considering the prices, which are most conservative,

Our Up-to-date RESTAURANT URNS



are the largest value and most profitable *for you* that you can handle.

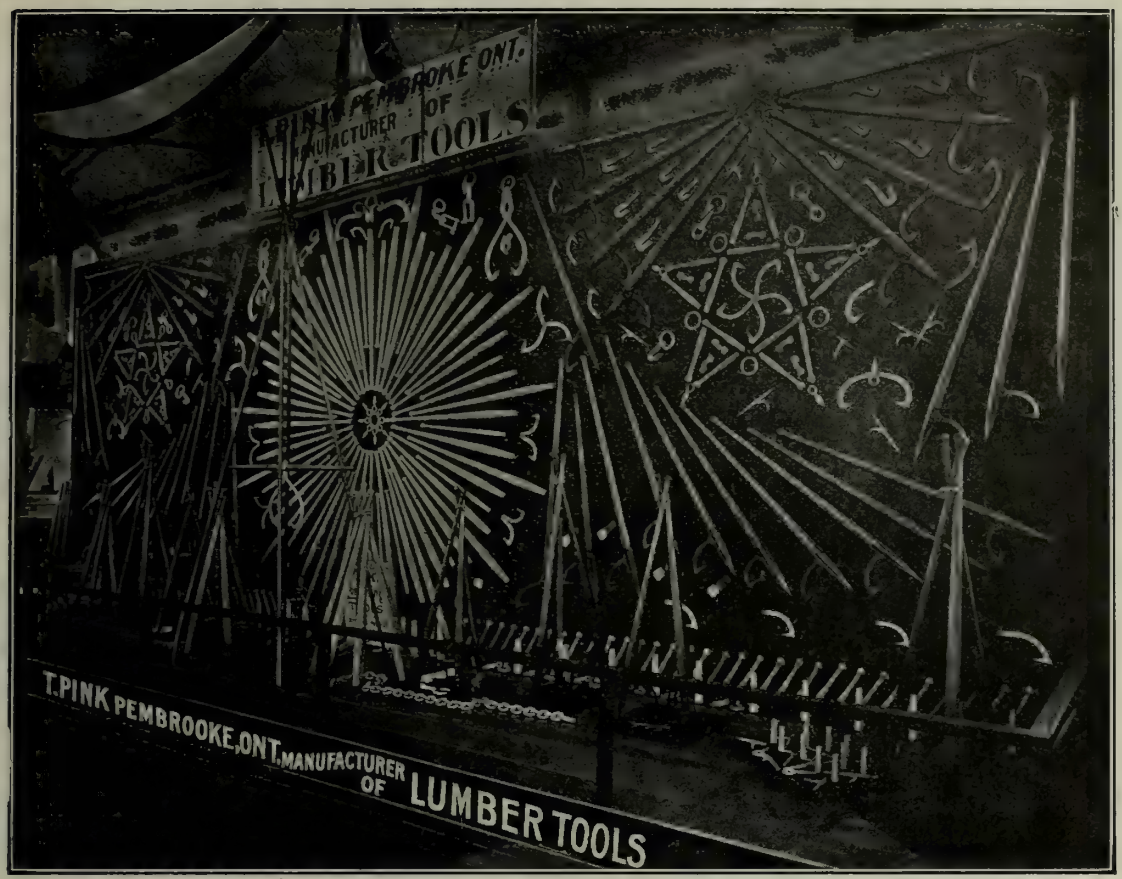
Put them in a prominent place and they will sell themselves and always satisfy your customers.

YOU run no risk---OUR guarantee assures this satisfaction to all buyers.

WRITE AT ONCE
It Will Pay You.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE WRENCH FOR SERVICE

and the MOST EXACTING SERVICE is the

"RAILROAD SPECIAL"

TRADE W B MARK

It is the strongest wrench made—Barring None—because the head and bar is drop forged in one piece from open hearth steel and all parts are very heavy and of the best material. It is fitted with our iron handle, which fits the hand and is practically indestructible. Adapted for use by Mills, Factories, Shops, Railroads and in all other places where a strong, serviceable wrench is required.

TRADE W&B MARK

Used by the largest railroads in the world, because it saves them money.

We manufacture the largest and most complete line of Wrenches in the World.



The Whitman & Barnes Manufacturing Co.

ST. CATHARINES, ONTARIO

ATKINS



Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

No. 190

E. C. ATKINS & CO., Inc.

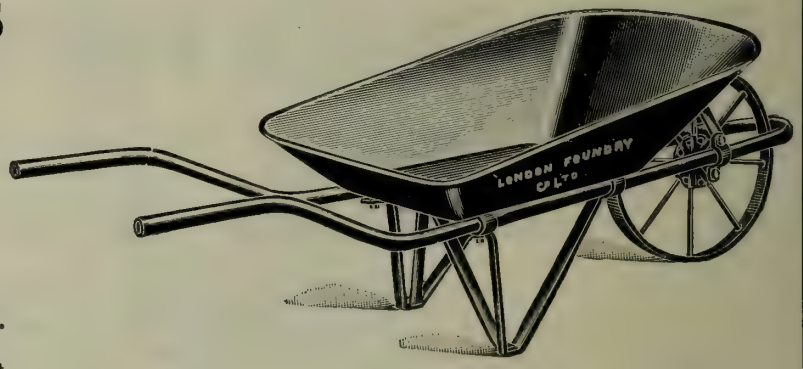
Hamilton, Ont. MAKERS OF STERLING SAWS

U.S. Factory, Indianapolis, Ind

WHEELBARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

Have the Agency in Your Town for the **Simonds** "Crescent Ground" **Cross-Cut Saws**

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Chances for Business

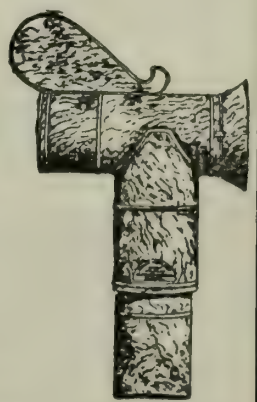
In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Rifle Cranks
SPEND CONSIDERABLE MONEY

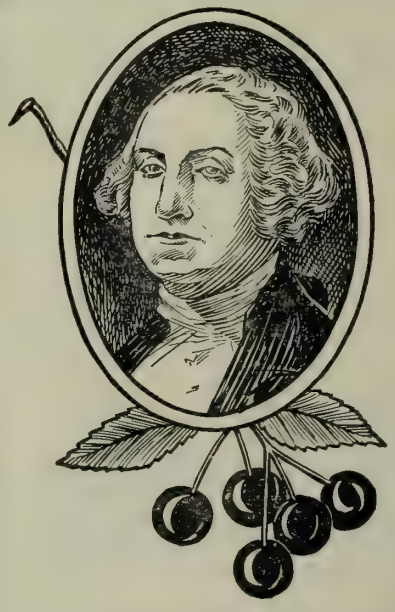
No rifle either, for target or sporting purposes, can beat the value offered by Ross Rifles. The Mark II ** is acknowledged to be the best military and target arm made. The "Ross" Deer Stalker has just won the gold medal at the Alahabad Exhibition in India against all competitors.

The ordinary "Ross" Sporting Rifles are retailed at from $25 upwards and are acknowledged to be the best high-powered sporting arm made.

Selling any of these makes you a customer for other lines. You should have a good assortment.

WRITE FOR PRICES AND DISCOUNTS

ROSS RIFLE CO., - QUEBEC, P.Q.



"ENTERPRISE"

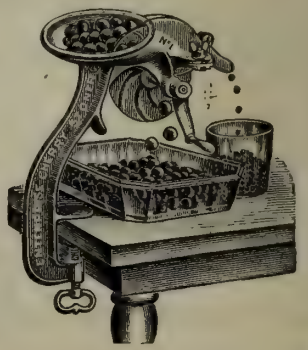
GEORGE WASHINGTON didn't know as much about cherries as the average housewife does to-day. Wherever cherries grow, women are familiar with "Enterprise" Specialties, and many of them will want an

"ENTERPRISE" Cherry Stoner

Now is the time to order. The cherry season is short, and it is best to have these machines on your shelf ready to meet the demand when it comes.

Ask your jobber, he has them in stock.

The "Enterprise" Fruit, Wine and Jelly Presses should also be ordered now.



Remember, we also make the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc. Complete catalog on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

The

AYLMER UNION SCALE

Capacity, 1-2 oz. to 240 lbs.



The best and most improved Union Scale on the market. Made with brass beam, tin scoop, movable pivot in levers, and direct connection from jack to steelyard, making the best acting Union Scale made

The Aylmer Pump & Scale Co., Limited
AYLMER, - - - ONTARIO

WESTERN REPRESENTATIVES
ONTARIO WIND ENGINE & PUMP CO., Ltd., Winnipeg and Calgary

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, - ONT.


Salem


Kingston


Morrow


Turenne


Irwin


Avon


Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

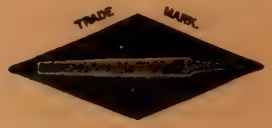
By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE **RADIUM** MARK.

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

PIG LEAD

We can quote you the lowest prices on large or small lots.

Send Us Your Enquiries.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.

It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN · CONN. · U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 34 Royal Bank Bldg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 24, 1911 NO. 25

E. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses

THERE IS MORE THAN A NAME TO

"QUEEN'S HEAD"



Galvanized Iron

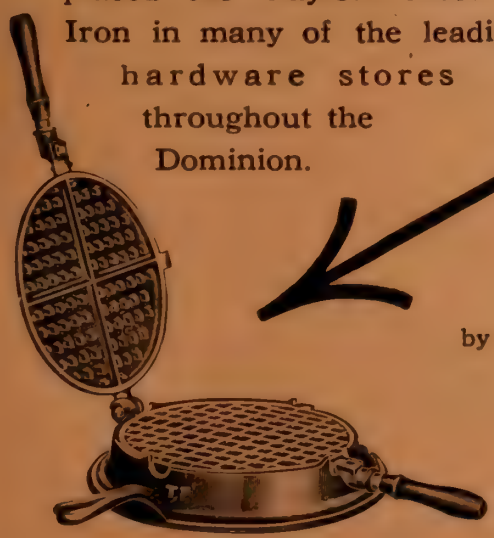
You get quality as well.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The WAFFLE IRON
that Brings Good Profits.

Genuine merit and quick selling ability have placed the Taylor-Forbes Waffle Iron in many of the leading hardware stores throughout the Dominion.



Years of experience, combined with the work of skilled mechanics, have made this Waffle Iron superior to all others for simplicity, durability and service.

Your customers want their money's worth—they get it, by buying this guaranteed iron.

WRITE FOR PRICES AND DISCOUNTS.

The Taylor-Forbes Co., Ltd., Guelph, Ontario

REPRESENTED BY:—H. G. Rogers—53½ Dock Street, St. John, N.B. W. A. MacLennan—Vancouver, B.C. J. B. H. Rickaby—Victoria, B.C. Harry F. Moulden—Travellers. Building, Winnipeg. Canadian United Mfrs. Agency, London, England.

Index to Advertisers and Buyers' Guide Pages 58-60. Want ads page 62.

"Long Live The King"

Though uncrowned, King C. Gillette's invention, the Gillette Razor, reigns to-day over an Empire even wider than that which acclaims His Most Excellent Majesty George the Fifth, by the Grace of God, of the United Kingdom of Great Britain and Ireland, and of all the British Dominions beyond the seas, King, Defender of the Faith, Emperor of India.

King Gillette's humble and most hearty thanks are extended to the five million men whose loyalty and allegiance have made such a magnificent success of the G. R., "The Razor of To-day."

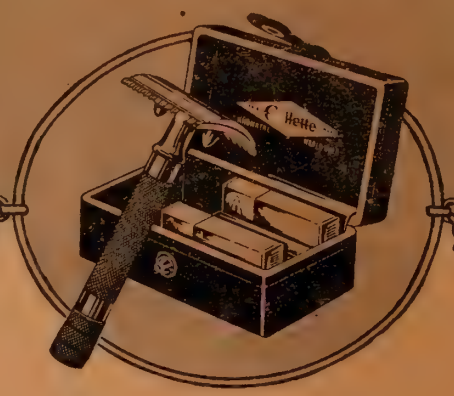
The princely motto, "Ich Dien" (I serve), could have no better exponent than the Gillette Razor. It rules supreme because it serves best every man who uses it.

The Gillette is the only razor adjustable for a light or close shave, a soft or wiry beard, a firm or tender skin. The three-minute Gillette shave, clean, cool and comfortable, is known and appreciated the world over.

The subjects of King C. Gillette enjoy a freedom from the annoying delays and constant expense of the barber shop, and from the discomforts of shaving at home with the old-style razor or a make-shift safety, which more than justifies their oath of allegiance.

Buy a GILLETTE and enjoy it.

At your Druggist's,
Jeweler's or
Hardware Dealer's.
Standard Sets $5.00
Pocket Editions $5.00 to $6.00
Combination Sets $6.50 up.



Gillette Safety Razor Co. of Canada, Limited
Office and Factory :
63 St. Alexander St., Montreal.
Factories also in Boston, Leicester, Berlin and Paris.

In our advertising, as in our inventing and manufacturing, we always try to be right up-to-the-minute.

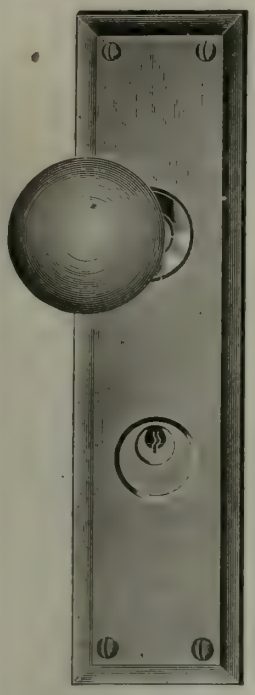
The Coronation advertisement reproduced above, which appeared in Canadian papers on Coronation Day or the day previous, attracted a great deal of attention—attention of the kind that **sends men to your store to buy.** It recalled, in its timeliness, the **"GILLETTE ELECTED"** advertisement which appeared on the day following the last General Elections.

Are you so indentifying your store with the **GILLETTE** that you reap the results of advertising like this.

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED

OFFICE & FACTORY: - - 63 St. Alexander St., MONTREAL.

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

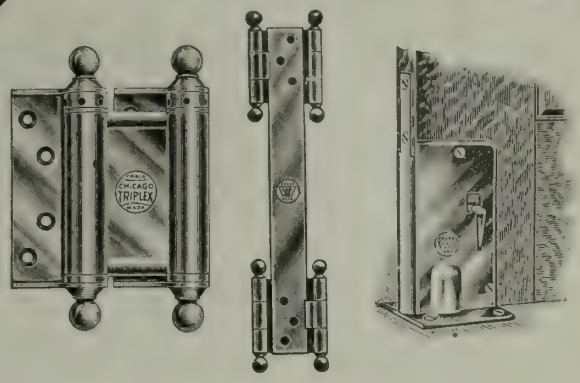
line of

Builders' Hardware

We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company

CHICAGO TRADE C S B CO MARK NEW YORK

Send for Catalogue M 26



Are You Ready to Deliver
LIGHTNING AND BLIZZARD
FREEZERS?

There will be a greater demand than ever this season, for we are advertising them more extensively to both dealer and consumer than ever before in the history of the business.

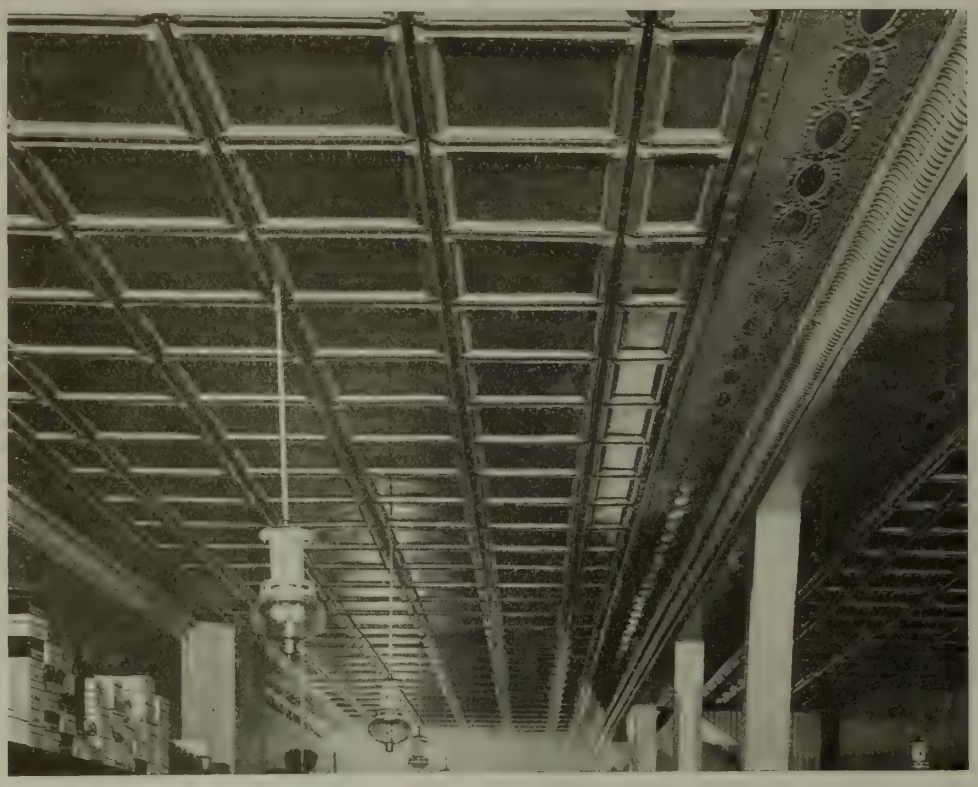
Dealers and Householders have learned

that the Lightning and Blizzard Freezers make the finest cream with the least outlay in time, effort and material of any Freezer made and will stand good hard use season after season.



Better write Your jobber at once.

NORTH BROS. MFG. CO.
Philadelphia, Pa.



Department Store: R. A. Briscoe, Galt.

When you think of Metal Ceiling, think of "Galt."

Design 6120.

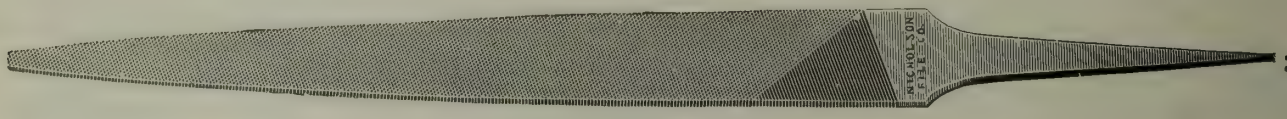
Catalogue A-3.

After we had part of this ceiling erected, it looked so good to the proprietor, that he had us remove a competitor's ceiling and erect this in its place.

Our Catalogue A-3 shows many more like it.

Send for A-3, Trade List A-15.

The Galt Art Metal Co., Ltd., Galt, Ont.



Nicholson-Made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

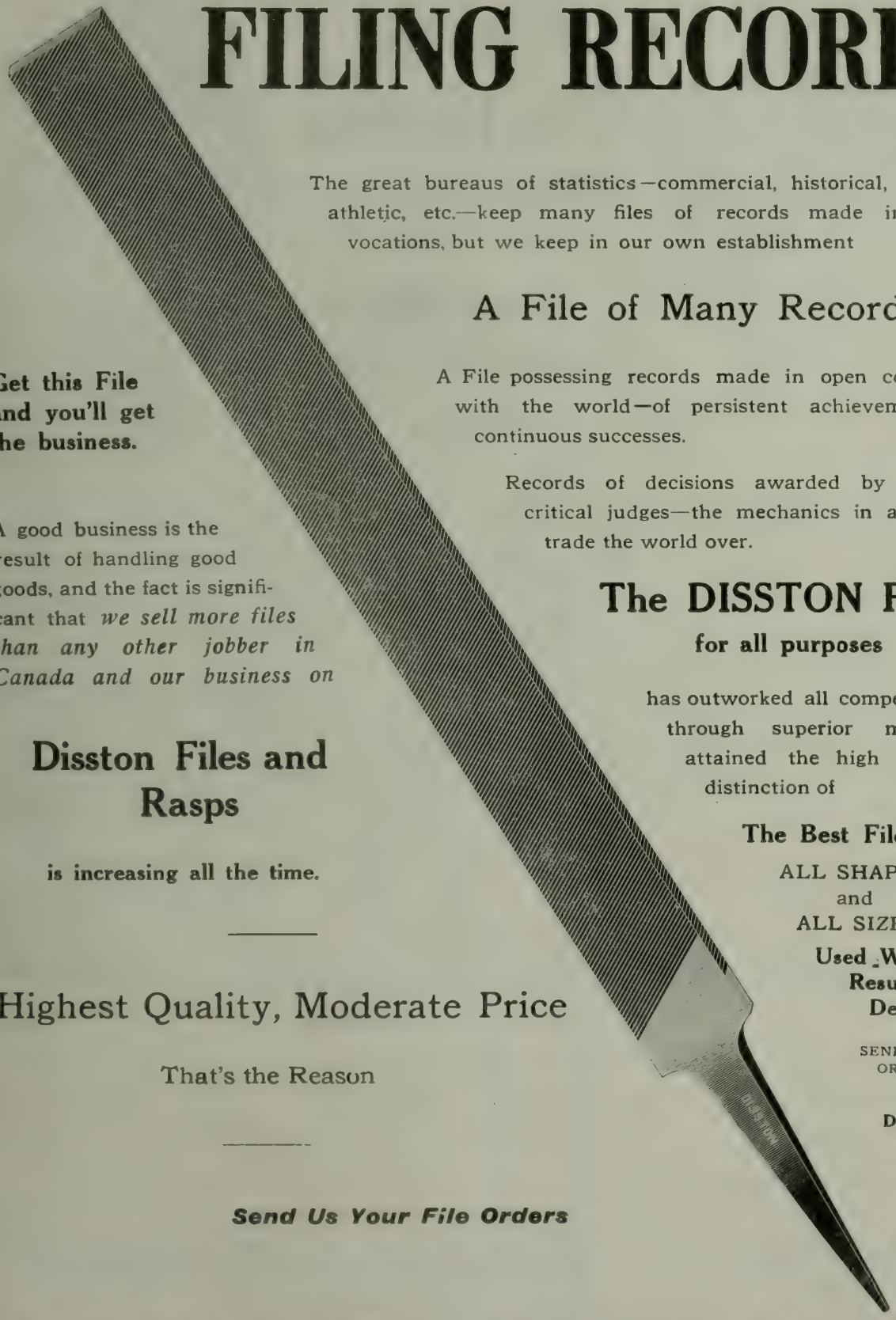
"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

FILING RECORDS



The great bureaus of statistics—commercial, historical, scientific, athletic, etc.—keep many files of records made in various vocations, but we keep in our own establishment

A File of Many Records

A File possessing records made in open competition with the world—of persistent achievement and continuous successes.

Records of decisions awarded by the most critical judges—the mechanics in all lines of trade the world over.

Get this File and you'll get the business.

A good business is the result of handling good goods, and the fact is significant that *we sell more files than any other jobber in Canada and our business on*

Disston Files and Rasps

is increasing all the time.

The DISSTON FILE

for all purposes

has outworked all competitors and through superior merit has attained the high rank and distinction of

The Best File Made

ALL SHAPES
and
ALL SIZES

Used When Best Results are Desired

SEND US YOUR ORDER FOR FILES

DISSTON'S will satisfy you.

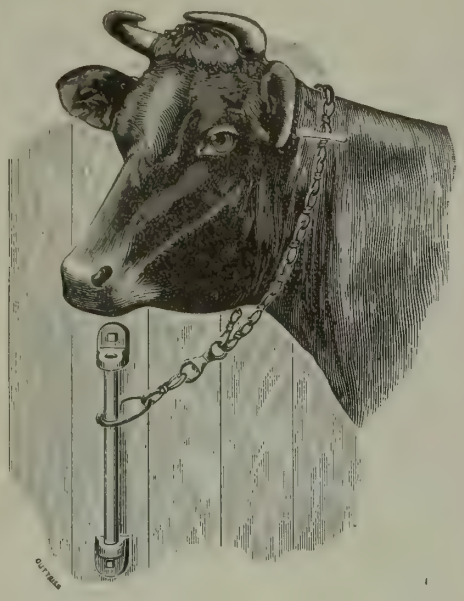
Highest Quality, Moderate Price

That's the Reason

Send Us Your File Orders

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



Cattle Fixtures

Are Good Money Makers.

Get Our Prices on

"Electric Welded"

"Greening" and "English"

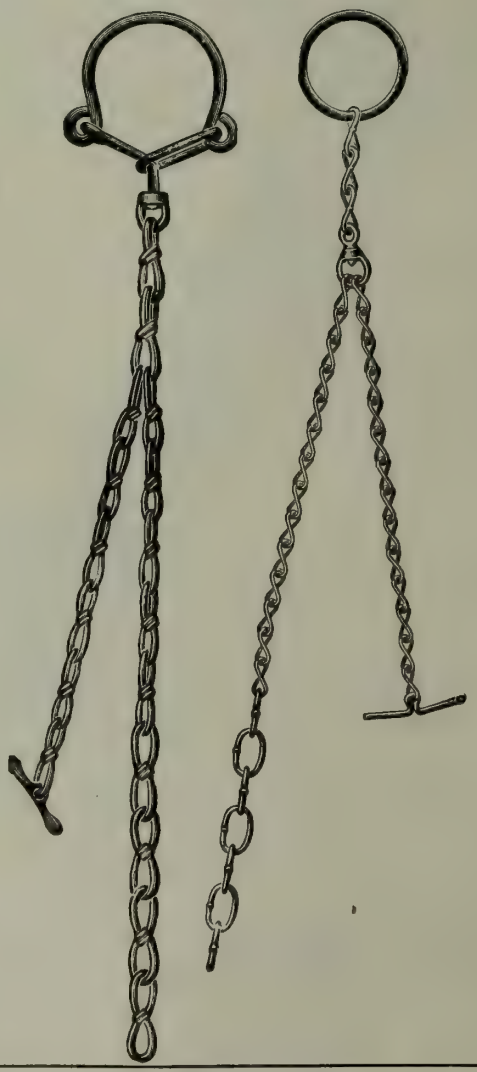
Chains



Place
Your Order
Now
and Insure
Shipment
When
Required

All Mail Orders
Receive
Our Prompt Attention

We Ship Promptly



Breast Chains
Trace Chains
Stall Fixtures
Cattle Chains
Tie-out
Chains

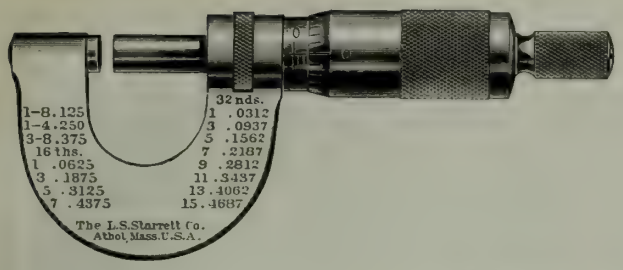
Our Stock
is
Always Complete

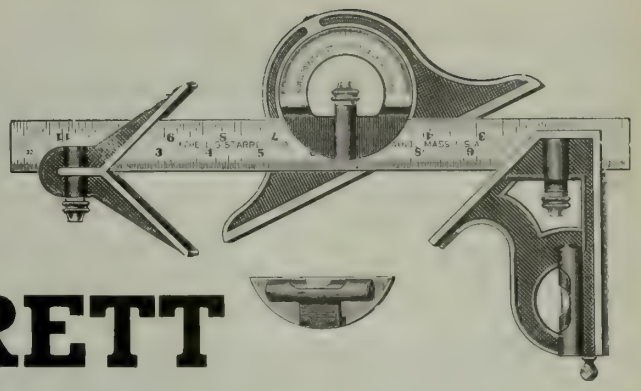
We Ship Promptly

FROTHINGHAM & WORKMAN,

WHOLESALE HARDWARE and IRON MERCHANTS Limited

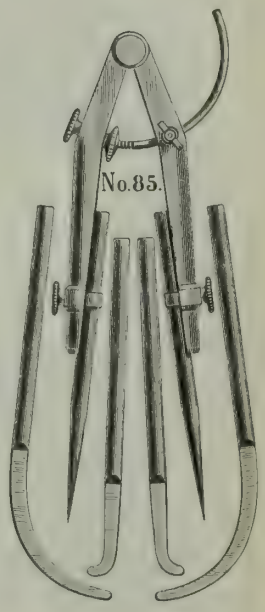
Montreal, - - - - - Canada





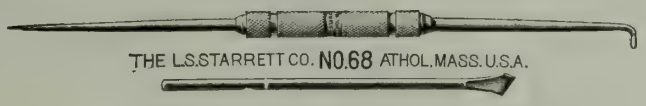
STARRETT
Precision Tools



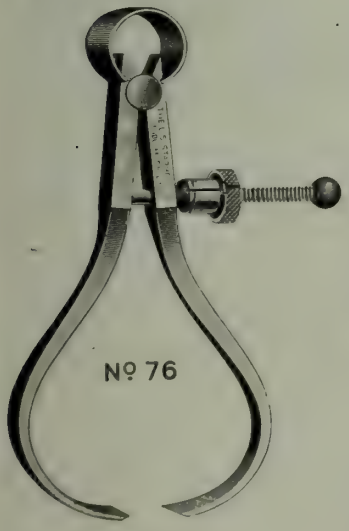


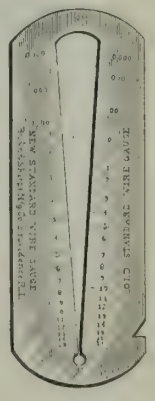
are to be found in every shop where accuracy counts.

They are preferred by skilled mechanics.



Consult us about your tool requirements. We will gladly co-operate with our clients with a view to furnishing tools best adapted to their purpose, or for any particular work.



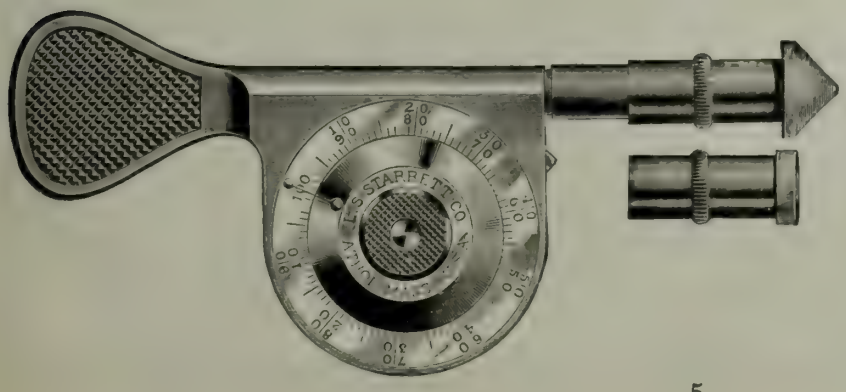


Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS

MONTREAL and WINNIPEG

WRITE FOR COMPLETE
STARRETT TOOL CATALOGUE







This Is BAD Advertising!

YET thousands of merchants are doing this very thing every day. Not by sticking signs in the window—but by their methods, by their neglect to adopt modern store system. Actions speak louder than words, remember. You don't have to tell people how you do business. You are showing them, every day.

Is this the kind of advertising YOUR store is getting? This is a very serious question that every merchant should carefully consider.

If unsatisfactory conditions exist in your store lose no time in remedying them. Prevent mistakes, avoid disputes, stop all losses and insure absolute accuracy in all money dealings—as a million other successful merchants have done—by getting a National Cash Register. Then "put a receipt in every parcel."

You cannot succeed without a good system—and the better your system the better you will succeed. No store system ever invented has done so much for so many merchants at so little cost, as the National Cash Register.

Customers like to deal in stores that have a National Cash Register. They know it guarantees absolute accuracy, promotes efficiency, and stands for up-to-date methods and good management. And they realize that good management means better values.

There's a National Cash Register built for you, and the money it will save you will pay for it.

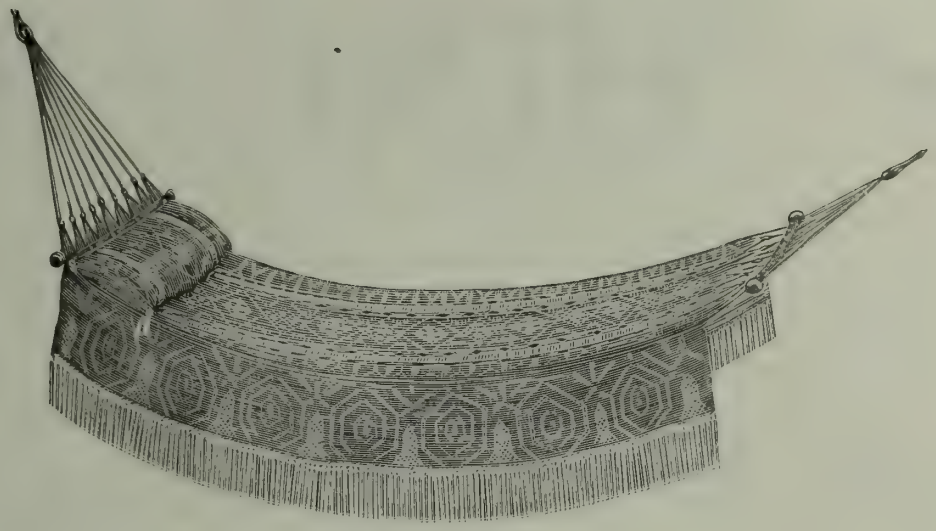
WRITE FOR FURTHER INFORMATION TO

NATIONAL CASH REGISTER CO.

Head Office and Factory, for Canada, at Toronto

F. E. MUTTON, Manager in Canada

Hammock Days



The more you feature them the more you will sell. Don't forget that people need to be reminded.

Such things as hammocks and sporting goods give new interest to your business, and help you sell the more staple lines.

You can depend on good qualities and values with everything we send out. The Hammocks we sell are the best we can find for the money.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUTTS AND HINGES

CRESCENT BRAND

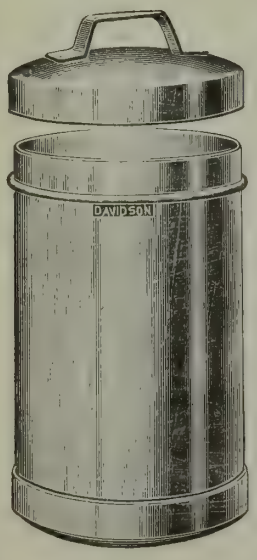
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

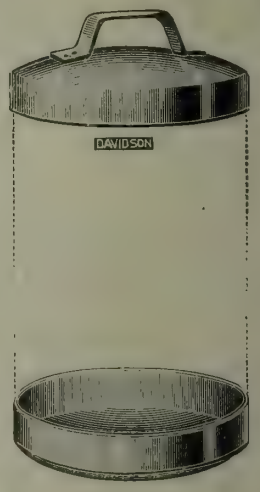
CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

A New Line of Practically Indestructible

ICE CREAM CANS and TRIMMINGS





Made in four sizes, 1, 2, 3, and 5 gallons, with 18 Gauge bodies, 14 Gauge Covers and Bottoms.

Prices on Application

These Cans are very heavy and strongly made and will stand any amount of rough HANDLING and ABUSE. Covers and Bottoms are made from 14 gauge steel heavily retinned to prevent rust. The trimmings are practically indestructible owing to the heavy material used and can be made up on new bodies time and time again at slight cost.

We also have in stock, **Ice Cream Freezers—Ice Cream Dishers—Oil Stoves and Ovens—Water Coolers—Ice Chests—Sprinklers, etc., etc.**, and can supply same at right prices.

Our Travellers cover the Dominion—and if you are not handling our goods write us and we will arrange for one of them to call when next in your vicinity.

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON



INSULATE SCREW DRIVER

This tool is designed expressly for Electricians' use. The blade of crucible steel, hardened and tempered, is embedded in a handle of hard rubber of a texture that eliminates brittleness. It WILL NOT work loose. The rubber handle is milled grip, with projecting rings which prevent the hands from slipping down on to the blade. The hard rubber handle acts as insulation.

The Disston Insulate Screw Driver is something new. Most practical Electricians' screw driver ever made.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, P.A.

Canadian Works—Fraser Avenue, Toronto, Ont.

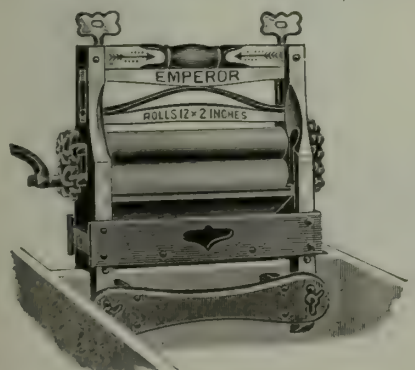
ARROW BRAND **CLOTHES WRINGERS of this style are especially**

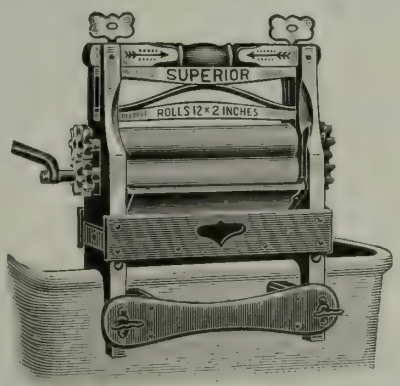
Designed for Modern Houses which are all fitted with Stationary Tubs.

They have 12x2 in. Rolls and Reversible Water Boards

EMPEROR

For use on Wood, Iron or Soapstone Tubs, not over 3 in. thick.





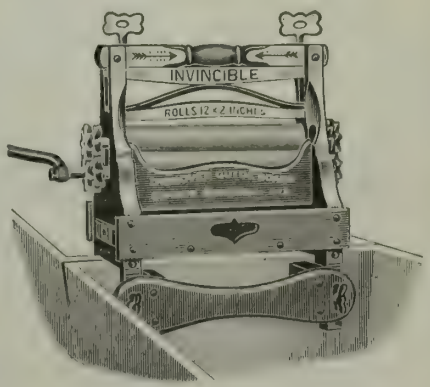
SUPERIOR

For attaching only to end of Porcelain Roll Rim Tubs.

Clamps are Rubber Lined to prevent injury.

INVINCIBLE

For Roll Rim Porcelain Tubs or can be fastened over end of two tubs placed together, not over 6 in. wide.



Stock them The demand is growing

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

Western Agent, H. F. Moulden, Winnipeg, Man.

Made only by

Cummer-Dowswell Limited, Hamilton, Ont.

National Fire Underwriters Approve

SINCE it is much stronger than Copper or Bronze, and resists fire better, Community Galvanized Sash Chain has been approved by the National Board of Underwriters.

COMMUNITY
GALVANIZED SASH CHAIN
Hercules Finish

is made of steel hot galvanized and then heavily plated with copper. By this method of manufacture all defects of copper or bronze chain are avoided, and a better and more practical chain is produced at less cost.

GUARANTEED RUST PROOF

WRITE FOR SAMPLES AND PRICES



Showing casing cut away, allowing chain to be seen in position.

ONEIDA COMMUNITY, LIMITED
Niagara Falls, Canada

NOTE---We also manufacture Community Sash Chain in polished steel, galvanized and other finishes.

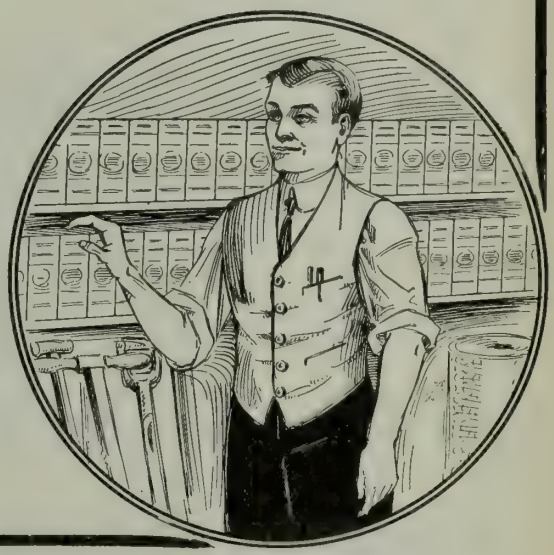
All Ready, Wrapped and Weighed

Selling glue is the easiest, cleanest and simplest of transactions when you sell it the modern way. That is, when you sell

BRANTFORD
ALL AROUND GLUE

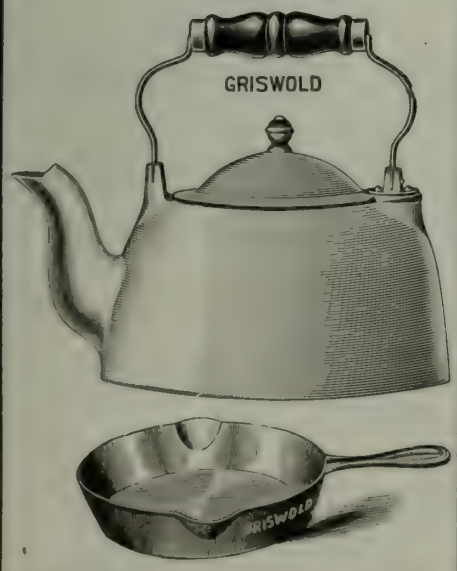
It's all ready to hand to the customer. No mess or time lost weighing and wrapping. The packages aid your salesmanship, help to build up your glue sales. They are so adaptable to effective counter, shelf and window display.

ASK YOUR JOBBER FOR BRANTFORD ALL AROUND GLUE IN 1-lb., ½-lb. AND ¼-lb. PACKAGES. IF HE CANNOT SUPPLY YOU, WRITE US DIRECT.



Canada Glue Co., Limited
BRANTFORD CANADA

GRISWOLD



WHAT YOU SHOULD SPECIFY!

ALUMINUM
COOKING UTENSILS

Being the FIRST to make Aluminum Cooking Utensils we consequently are still in advance of the many imitators, of this extremely popular Aluminum ware.

OUR OTHER PRODUCTS INCLUDE—
FOOD CHOPPERS in many sizes. WAFFLE-IRONS, GAS STOVES and RANGES of various kinds.

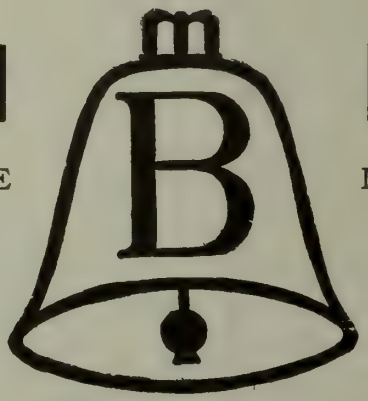
We have everything in the quality line. Better investigate our quick selling specialties. WRITE FOR CATALOGUE.

THE GRISWOLD MFG. CO.,
ERIE, - PA.

The

STEEL COMPANY OF CANADA

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

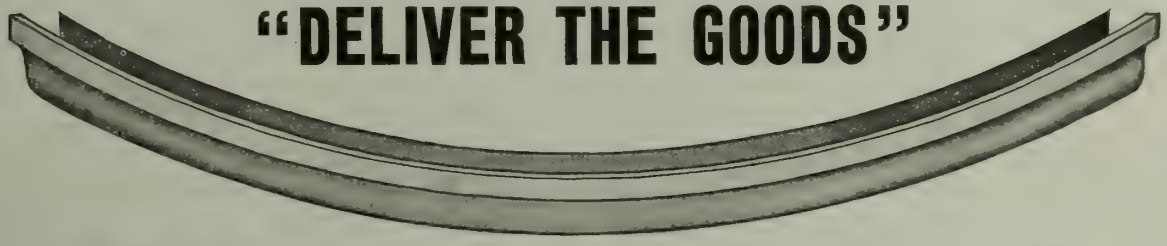
W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

WE ASK FOR YOUR ORDERS OF

CURVED TROUGH

BECAUSE WE CAN

"DELIVER THE GOODS"



BY THIS WE MEAN—TROUGH NEATLY AND ACCURATELY MADE, PROMPTLY SHIPPED AND REASONABLY PRICED.

The Whole Face and Bottom of Our Curved Trough is Made in One Piece—No Joints Visible When Erected. Try Us on Your Next Order.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(7)

"TRI-KAR"

is the quickest seller on the market

To the ever-popular hand-car it adds the leading features of the express wagon and the coaster, and at the popular price at which it sells it cannot fail to be in big demand.



The body is finished in selected wood, the trimmings and seat-board are dark red, nicely striped and decorated in black, yellow and dark green. Handle and frame are of hard maple. Our goods are guaranteed. Don't fail to send us an order.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.

THE BEST CHEAP FENCE ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, - - - ONTARIO

REMOVING THE APPENDIX



Would you have this operation performed by some doctor who offered to do it cheap or by an experienced successful specialist ? We know the answer.

The same principle applies in many other directions. There has been a wonderful change in the intellectual broadening of operative Engineers and Mechanics. They are no longer satisfied with merely keeping the machinery in good running order. They start in at the coal pile and study the califoric power of fuels in thermal units, the firemen are put through a school of instructions, and they study economies and scientific problems in many other directions,

BUT How many Engineers and Mechanics figure on the loss from frictional resistance in transferring the power from the boiler to the points where it is needed ?

More than half of the power is often absorbed in that way and yet many up-to-date men use or permit to be used the most ordinary grades of babbitts because of the slight initial saving in the cost price.

It is Plain as an Open Book

that the value of a genuinely good and economical bearing metal is summed up in and expressed by a low co-efficient of friction.

A low co-efficient of friction means less frictional resistance, less wear, less heating, less oil, less fuel, less liability of shut downs, less rebabbitting, less consumption of metal, less squashing, less worry, less work. You can secure all of these economies and other advantages by the use of

Magnolia Metal

and we recommend its uses on shafting as well as all other bearings. We represent the specialist who does one thing and does it well.

Special Offer

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2,000 subjects. We do not aim to make a profit on this book and therefore offer it at the very low price of 40c. postpaid. Many Engineers write to us that they find it invaluable. Address Montreal Office.

Sold by Leading Dealers Everywhere or by

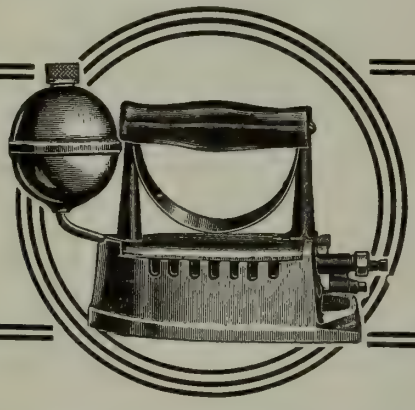
Magnolia Metal Co.

225 St. Ambroise Street - MONTREAL
NEW YORK CHICAGO

TRADE MARK

Just Now the "IDEAL" Self-Heating Sad Iron is the Centre

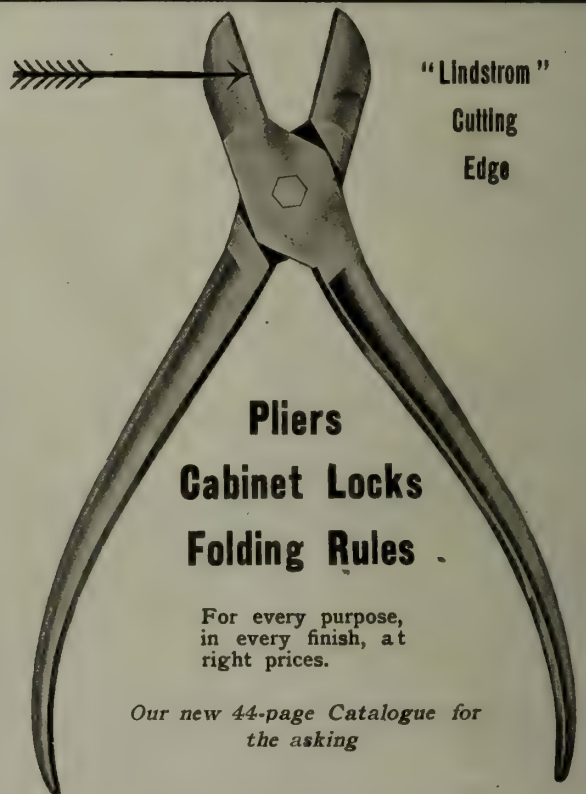
of attraction among ironing devices—the Best—because its first cost is its last outlay—except for gasoline at the rate of one cent per day. It holds enough gasoline for four hours' burning. Better still :



The "Ideal" Gets and Holds Trade

Because its perfect combustion makes it odorless in operation ; it's laborless, because it does away once for all with walking back and forth between ironing board and stove. Fine for travelling and camping. Send for price list, or ask your jobber.

Ideal Sad Iron Mfg. Co., Dept. B
CLEVELAND, OHIO, U.S.A.



"Lindstrom" Cutting Edge

Pliers
Cabinet Locks
Folding Rules

For every purpose, in every finish, at right prices.

Our new 44-page Catalogue for the asking

Schuchardt & Schütte

307 Coristine Building, - Montreal



Trinidad Lake—the never failing source of asphalt-supply for Genasco Roofing.

Do you realize what a large field Genasco has cultivated for its use?

Because it is made of Nature's everlasting waterproofer—Trinidad Lake asphalt—its use is not confined to the limits of ordinary ready roofing. Genasco is successfully used not only in dwellings and other small buildings, but on the large roof surfaces of factories, foundries, train-sheds, warehouses, public buildings, etc.

Genasco

the Trinidad-Lake-Asphalt Roofing

appeals to builders because of its real economy combined with lasting quality.

See what a chance there is for you to make big sales!

Think what profits you can have by being prepared to supply this ever-increasing demand!

The Kant-leak Kleet makes the ease of applying Genasco to large surfaces an additional selling point. Does away with cement. Makes seams absolutely water-tight and prevents nail-leaks.

Ask your jobber for Genasco with Kant-leak Kleets packed in the roll. Stock up and push this money-maker now.

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK
REG. U.S. PAT. OFF.

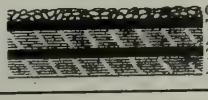
THE BARBER ASPHALT
PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross-section, Genasco Stone-surface Roofing



Gravel
Trindad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited, 200 York St., London, Ont.

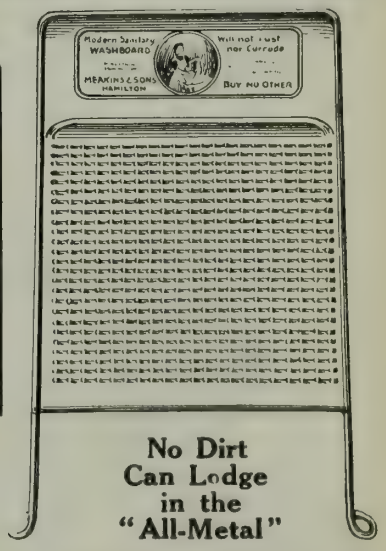
No Wood to Warp—

—No Joints to Come Apart

MEAKINS'

SANITARY WASHBOARDS

ALL-METAL CONSTRUCTION



No Dirt Can Lodge in the "All-Metal"

Highly sanitary; will not rust or corrode.

Other excellent features commend them strongly to the woman who has used the old style.

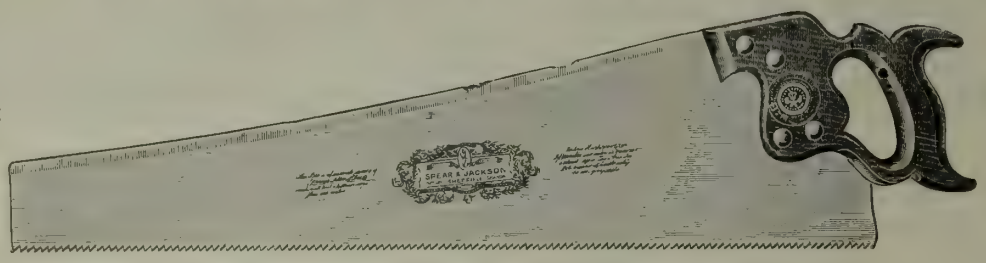
No nails or worn-edged metal facing. It's all in one piece.

Write for particulars and prices

Meakins & Sons, Hamilton, Ont.



"THE NAME'S THE GUARANTEE"





EVERY Saw **FULLY Guaranteed**

171-A VANADIUM Alloy Steel (also in Straight Back)

S. & J.'s "Double Mermaid" Brand, Improved Temper, MIRROR Polish, Blade Breasted on Tooth.

In this saw we introduce to our customers the BEST we can possibly make **regardless of price,** and the **finest saw produced.** The blade is made of the most expensive steel yet used for saws (being a secret alloy made in our own works.) This steel is of great toughness and the saws **will work longer than any other without sharpening,** being at the same time more difficult to buckle in use.

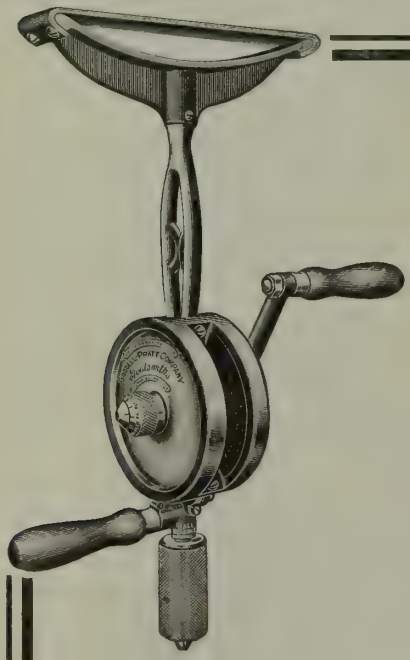
They will usually CUT THROUGH NAILS or other hard materials in wood without damage, but are not guaranteed in this respect.

Why pay more money for inferior goods?

Sole Canadian Representative:

J. A. HENDERSON,
Metals and Hardware, MONTREAL.

Spear & Jackson, LTD.
SHEFFIELD, England.



Goodell-Pratt's

RATCHET BREAST DRILL

This new tool is attracting much attention and every dealer should thoroughly understand its various points.

Note the wide "Saddle Breast Plate"; see how the "Control" is placed on the hub close to the left hand.

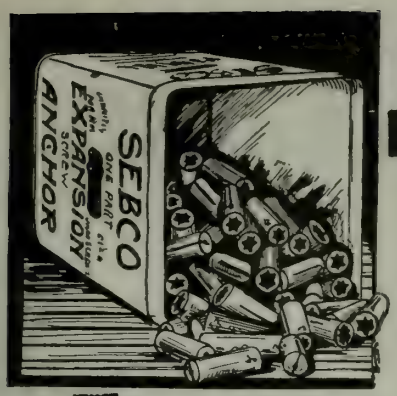
The design combines power, durability and convenience.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

SEBCO PRODUCTS



Packed in Lithographed Metal Box

SEBCO Products are endorsed by representative Hardware Houses throughout the United States and Canada. The entire trade is pleased with our liberal and modern methods which have brought the Sebco Products into universal demand.

We refer to our dealers every day, inquiries that come to us through our advertising in the leading publications, to builders, contractors, architects, engineers, electricians, and mechanics—all people from whom you want to get business.

If you will send for our Special Dealers' Proposition No. 26 you will learn of something that is making money for others and that should be making money for you.



SEBCO—The best Expansion Anchor for general use.

Star Expansion Bolt Company

147 Cedar St., New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



NATIONAL Steel Rim LOCK

The **National** lock is **superior** to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the **best hardware** buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince youbefore you buy. Write for samples and prices.

National Hardware Co., Ltd.

ORILLIA, ONTARIO, CANADA

Metal Ceiling and Sidewall

Designs that are Extremely Attractive



Ceiling Design, No. 752

You will save time and money by adopting our ceiling material.

Send Measurements for Estimate

McFARLANE & DOUGLAS, Ltd.

250-260 Slater St., OTTAWA

Do You Stock These Two Lines?



Cullenders

This time of the year, the commencement of the preserving season, great demand is made for a first-class Cullender, as you can see by the illustration. This is what is wanted. Finished in both Canada and Imperial Enamelled Ware.

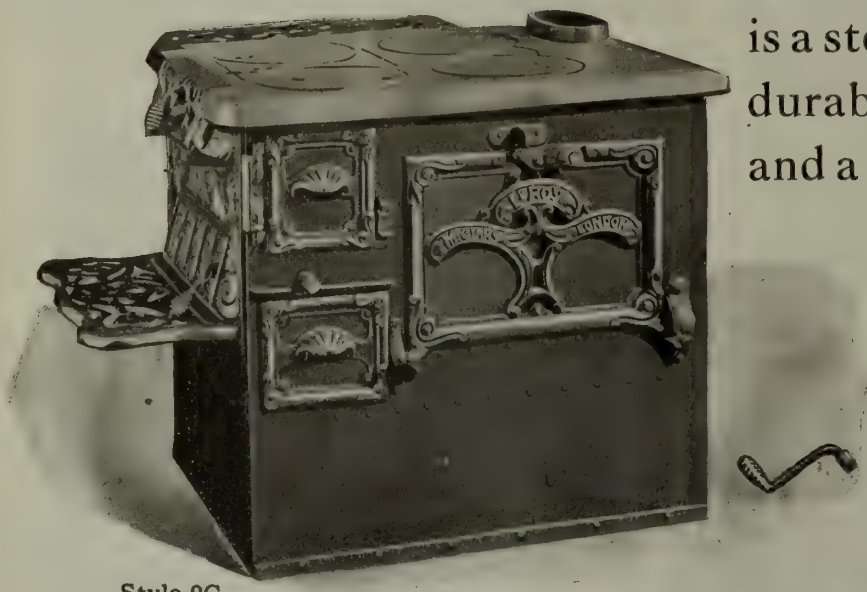
Fruit Funnels



This is another preserving specialty---a good seller. Do you stock it? It is made in two sizes and finished in both Canada and Imperial ware.

THE SUMMER COOKING STOVE

The "LeRoy"



Style 9C

is a steel range, light, durable construction and a first-class cook.

The "LeRoy" is the best range that you could suggest for summer cottages and camps. A small fire will instantly heat it and it will not retain the heat when the fire is out like a cast range.

SEND FOR FURTHER INFORMATION

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto

Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY

LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY

LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

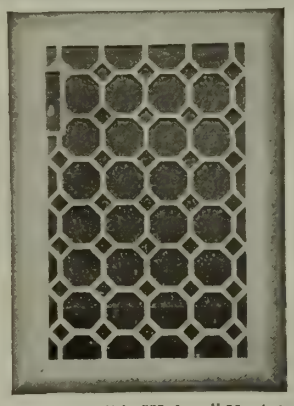
SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.



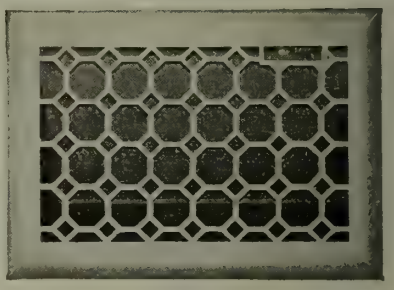
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



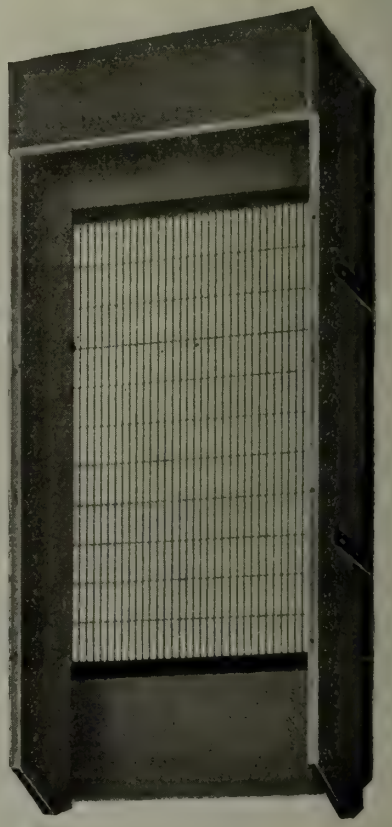
Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

THE BUILDING SEASON

generally means a brisk demand for Masons' Sand Screens and Hand Sieves, and you will do well to keep a good stock of

GREENING'S
SCREENS and SIEVES



Why not, instead of selling a piece of sand-screen cloth, sell a high grade screen? It will last for many years and give much greater satisfaction, thus enhancing your reputation.

These goods are noted for strength; and their extra large screening surfaces make for quicker and more satisfactory work. If your jobber cannot supply you write us for quotations. Our prices are the lowest, quality considered, that you can get anywhere.

The B. GREENING WIRE CO., Ltd.
HAMILTON, MONTREAL, WINNIPEG

TRADE MARK
KEYSTONE
BRAND
REGISTERED

BRUSHES

——NEW LINES——

Very attractive values.
Better finished than ever.

SEE THEM BEFORE YOU BUY.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

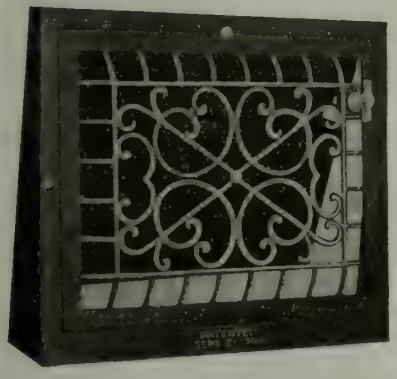


Copp's Stoves and Ranges
SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"
W. J. COPP SON & CO
FORT WILLIAM, WINNIPEG. VANCOUVER.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.

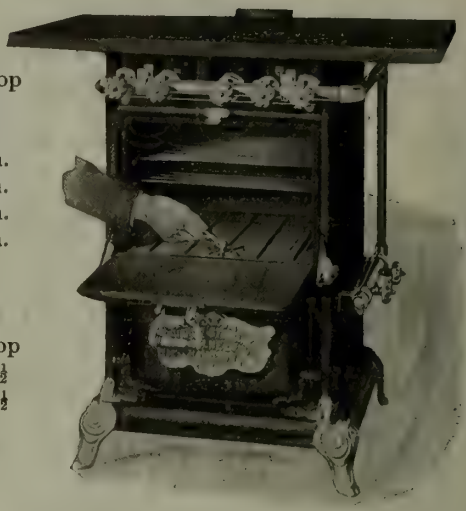


Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15¼x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22¼ in.
65	19x18½x12 in.	39x24¼ in.

Double Oven

No.	Size of Oven	Size of Top
70	15¼x16½x11	15¼x16x8½
80	16½x16½x11	16½x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated. Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners can be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

If you have not got our catalogue, write us for one.

All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

Get our Catalogue No. 69

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Limited

Head Office and Factory at HAMILTON **Winnipeg Branch, 130 James Ave.**

Agencies at Toronto, Montreal, Vancouver.

THE PERFECT PATTERN MADE WITH A

GREENER GUN

Shooting

No other gun can equal the Greener for regularity of pattern (i.e., even distribution of the shot) combined with efficient penetration, "the force that kills." W. W. Greener was the first gunmaker in the world to "harness" the shooting of a gun. Prior to the introduction of his world-famed system of choke boring, "pattern" had been the gunmaker's "will o' the wisp." W. W. Greener made it his servant, and all the world's greatest honors have been won with Greener guns.

Strength

The strength of the Greener action is phenomenal. The Greener treble wedge fast holding down bolt is the strongest breech fastening extant and has been imitated by gunmakers all over the world.



Full Choke Pattern, made with a Greener Gun in 30 inch circle at 40 yards

Simplicity

The Greener "Facile princeps" action is without a rival for strength, reliability and simplicity. It works easily and smoothly, and the striker is a fraction of a second quicker in its blow than any other type of mechanism.

Let us advertise the fact that you stock Greener Guns and every shooter in the district will visit your store.

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W. W. Greener

63 & 65 Beaver Hall Hill, MONTREAL
30 Church Street, : : : NEW YORK, U.S.A.
WORKS: LONDON and BIRMINGHAM, ENGLAND

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Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

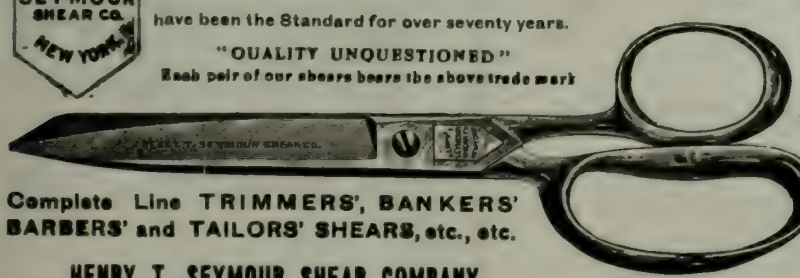
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MACBUSAN & NILSON, LIMITED, NEW YORK, Agents



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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

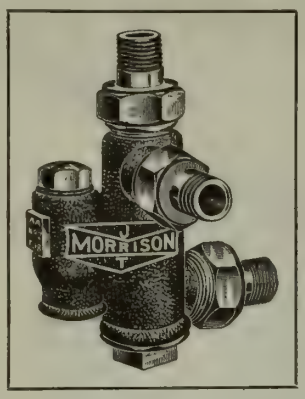
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Manufacturers of

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Morrison's Improved INJECTORS

HAVE STOOD THE TEST OF SERVICE

They have been used for many years and have proved themselves the most economical Injectors to install and the most reliable in all classes of work.

An Unusual Opportunity

Take advantage of this opportunity to get the HIGHEST GRADE INJECTOR on the market--one that is recognized by engineers as the BEST. It operates at from 20 to 220 pounds pressure and guaranteed equal to the most exacting requirements. We have established and maintain the highest quality known in J.M.T. Standard Injectors and J.M.T. Improved Injectors. They have strong working points and give perfect satisfaction.

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THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO

The Empire Chinook

Highest Efficiency—Absolute Safety—Reliability.

What Women Want You Can Best Sell.

Above are three of the many features that make them want the "Empire Chinook."

The "Empire Chinook" is made to meet the demands for a cheap and serviceable range. The good material, clean, smooth castings, careful mounting and guaranteed operating qualities are the same as on our more expensive ranges.

The bodies are made of the highest grade polished and dead flat steel. All parts coming in contact with the fire are made of heavy-gauge steel, protected with asbestos millboard, strongly riveted.

Great care has been taken to have the firepot correctly proportioned. The linings are cast extra heavy and well ventilated.

The tops are made in sections, which insures against breaking or cracking. The centres and covers are heavy. One reducing cover goes with each range.

The ovens are made so that heating and cooking can be done at the same time. They will always bring perfect results.

The reservoir is so constructed that water can be heated to a boiling point in a few minutes.

The high closet is large and roomy with roll-front door. It has folding teapot shelves and is nicely nickelled. Remember this range is guaranteed. Write for prices and discounts.



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The Canadian Heating & Ventilating Co.

OWEN SOUND LIMITED ONTARIO

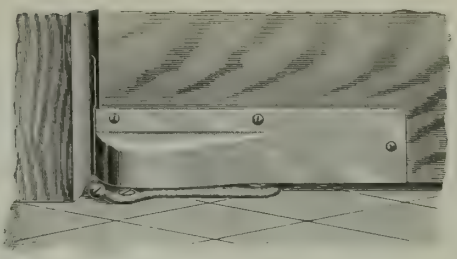
Agents—M. C. Drew & Son, Vancouver, B.C.; Christie Bros., Ltd., Winnipeg, Man.; Canada Stove & Furniture Co., Montreal, Que.

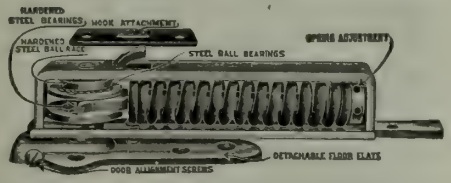
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FOR DOUBLE-ACTING DOORS

Have the call wherever they are known. They swing the door gently, quietly and positively. Have hold-open, spring tension adjustment and door alignment features. They are right up-to-date.

Non-rigid floor plate adjusts itself to any unevenness of the floor.

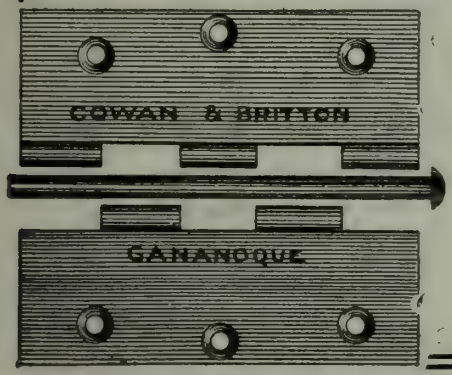




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IF YOURS DON'T WRITE TO

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

The Hardware for High Grade Purposes



We are headquarters for the best-grade builders' hardware on the market—the hardware that never fails to prove itself to be durable, efficient and a satisfaction giver.

Ask for information covering our great sellers as we want you to handle them and reap their profits.

It needs only a trial to effect a sale.

We handle a full line, including BUTTS, HINGES, HASPS, STAPLES, NAILS, etc., the quality being guaranteed.

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COWAN & BRITTON, GANANOQUE, ONTARIO



Thousands of Woodworkers Use Ford Auger Bits

and declare them to be superior to all others.

Many of these men have tested the FORD side by side with other bits, and, without exception, the FORD has proved faster, easier boring, more accurate, and produced smoother work.

Furthermore, it showed greater power and strength under severe strain, for, when other bits snapped off, the FORD not only did the work perfectly, but it came through sound and unimpaired.

It's always the same RELIABLE FORD—never fails, always satisfies. Sold with a solid guarantee.

A Word to Dealers

If you're not handling FORD Bits, we urge you to write us for prices, terms, and name of your nearest jobber. You'll find FORD Bits easy to sell and profitable to handle, not only because of their superior working qualities, but because they give lasting satisfaction to the purchaser. Our free Catalogue "H" will be sent upon request

Ford Auger Bit Co.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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All Kinds
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Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
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NOVA SCOTIA STEEL & COAL CO., Limited,
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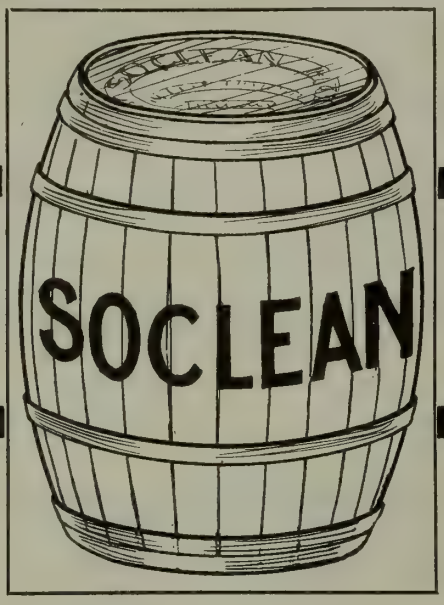
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FERRONA PIG IRON

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OPEN HEARTH STEEL

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The most attractive place in the world is a bright, clean, healthy home. Modern appliances and products are gradually reducing the housewife's task and thousands declare that

"SOCLEAN"

is the greatest aid known to the twentieth century in keeping the home bright and clean with a minimum amount of labor.

SOCLEAN is the only powder compound that makes sweeping possible without raising a dust, besides being a sure germ destroyer.

Packed in different-size barrels, for commercial use, and in tins for home use.

Stock this wonderful household help, advertise it. We furnish attractive window cards and counter booklets; after its qualities are known the sale will be rapid and your profit, Mr. Hardwareman, will recompense you well.

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THE REAL 3-MINUTE

ALASKA FREEZER

"The Freezer with the Aerating Spoon Dasher"

Any housewife who knows what an ALASKA Freezer will do, will buy an ALASKA Freezer, and no other.

The ALASKA Aerating Spoon Dasher has given a new meaning to ice-cream making in the home. It makes ice-cream that is a revelation in texture and delicacy.

The ALASKA freezes in THREE minutes.

It operates with about HALF the labor of other freezers.

The ALASKA Freezer is the easiest freezer to sell, because its selling points are irresistible.

If you are not already selling ALASKA Freezers, write us to-day for illustrations and prices.

THE SHEET METAL PRODUCTS CO.
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Montreal TORONTO Winnipeg



The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

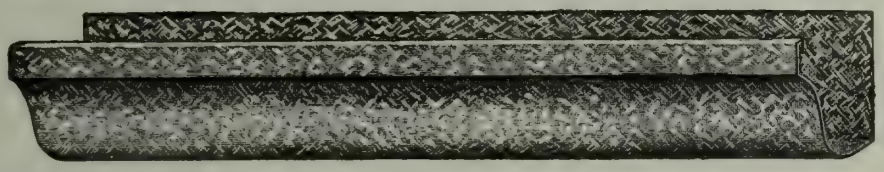
WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass	Building and Sheathing Papers	Metallic Ceilings and Cornices
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Mirrors and Bevelled Plates	Nails and Sash Pins	Plasterers' Hair, Sash Bars, Brick
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No order too large or too small. **Prompt shipments our specialty.** **Correspondence Solicited.**

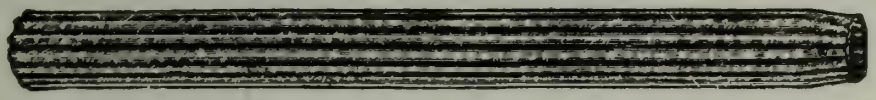
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We make all styles of Eavetrough, straight or curved. Conductor pipe, elbows, ventilators, valleys, ridge roll, skylights, etc., and **CORRUGATED IRON.** When in a hurry order from us.

WHEELER & BAIN, The Quick Shippers

TORONTO  CANADA



O, your deserts speak loud;
And I should wrong it,
To lock it in the wards of covert bosom.
—*Measure for Measure.*

HOW TRUE IT IS that where deserts speak loud, it is an injustice not to acknowledge it. The deserts of

Harris Heavy Pressure

BEARING METAL are acknowledged from Coast to Coast. The following reasons have made it our MOST POPULAR SELLER:

It is made from the most carefully selected raw materials.
It is made under the supervision of the highest metallurgical skill.
It positively eliminates friction and runs cool at any speed.
It has proved the best Babbitt for all general machinery bearings.
It is a high grade Babbitt at a medium price.
It is a money-maker for the hardware man, for it ensures repeat orders.

OUR GUARANTEE IS BACK OF EVERY POUND. *WRITE FOR PRICES.*

The Canada Metal Co., Limited, Toronto



Highest Quality!

Good money and perfect satisfaction are what you realize when selling

Goodhue Belts

This is a belt that has never proven to be inefficient and undurable. The GOODHUE is absolutely guaranteed to be economical, reliable and water-proof under the severest tests. Our Belts save time in shortening, as they stretch from 15 to 25 per cent. less than any other. We invite comparisons. Write for proposition and prices.

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CERTAINTY IS WHAT A MAN SEEKS IN EVERYTHING

The man who buys a

Model 10 Visible Remington Typewriter



buys absolute certainty; a certainty of satisfaction guaranteed by the greatest typewriter makers in the world

Remington Typewriter Company, Limited

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Wherever the name "Malthite" appears, quality is assured.

"MALTHITE" ROOFING

is made from quality materials, and is guaranteed to be absolutely waterproof. It does not crack, and will stand harder usage than any other, when properly laid.

"Malthite" Roofing is not high-priced, but is unequalled for quality, durability and its satisfactory service.

Reliable Roofing sells quickly.

Write for Prices and Particulars.

The Dominion Roofing Co. of Canada, Limited

31-33 Front Street East, Toronto, Ont.

Hark! Mr. Dealer!

Here's your chance for a brisk, profitable trade. Such trade comes easily to the dealer handling



Acorn Corrugated Galvanized Sheets

which are made of metal so galvanized that it readily passes the severe tests that British Government requires of such building materials. These Sheets are highest quality, yet cost no more than ordinary, uncertain kinds. And you can DEPEND on Acorn Corrugated Sheets, for they are

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Our powerful machines stamp each corrugation separately and make them absolutely accurate. Therefore, they fit together perfectly and are easily erected. For moderate-priced constructions, repairing old buildings, etc., they are unequalled in value. Build a reputation by selling Acorn Quality Sheets. Thus you get a grip on the trade you want. Large stocks always ready for shipment. Get full particulars.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"AMPHIBIA"

WATERPROOF BELTING



TAKE ADVANTAGE of the dull summer season and introduce our guaranteed money-maker.

Many hardwaremen lose their business ambition during July and August, which gives you extra large territory in which to solicit orders for the present or coming season.

The introducing of this superior Belting offers a splendid opportunity for the dealer to secure immediate orders and introduce himself to a high class prospective trade.

Amphibia Waterproof Belting Advantages

"AMPHIBIA" WATERPROOF BELTING could be used under water without harming it in any way.

"AMPHIBIA" Heavy Single is made for extra heavy work from very thick leather.

"AMPHIBIA" Light Double will take moderate power over small pulleys.

"AMPHIBIA" HEAVY DOUBLE is the giant belt intended for heavy mill work.

"AMPHIBIA" Planer for the particular work on wood planers.

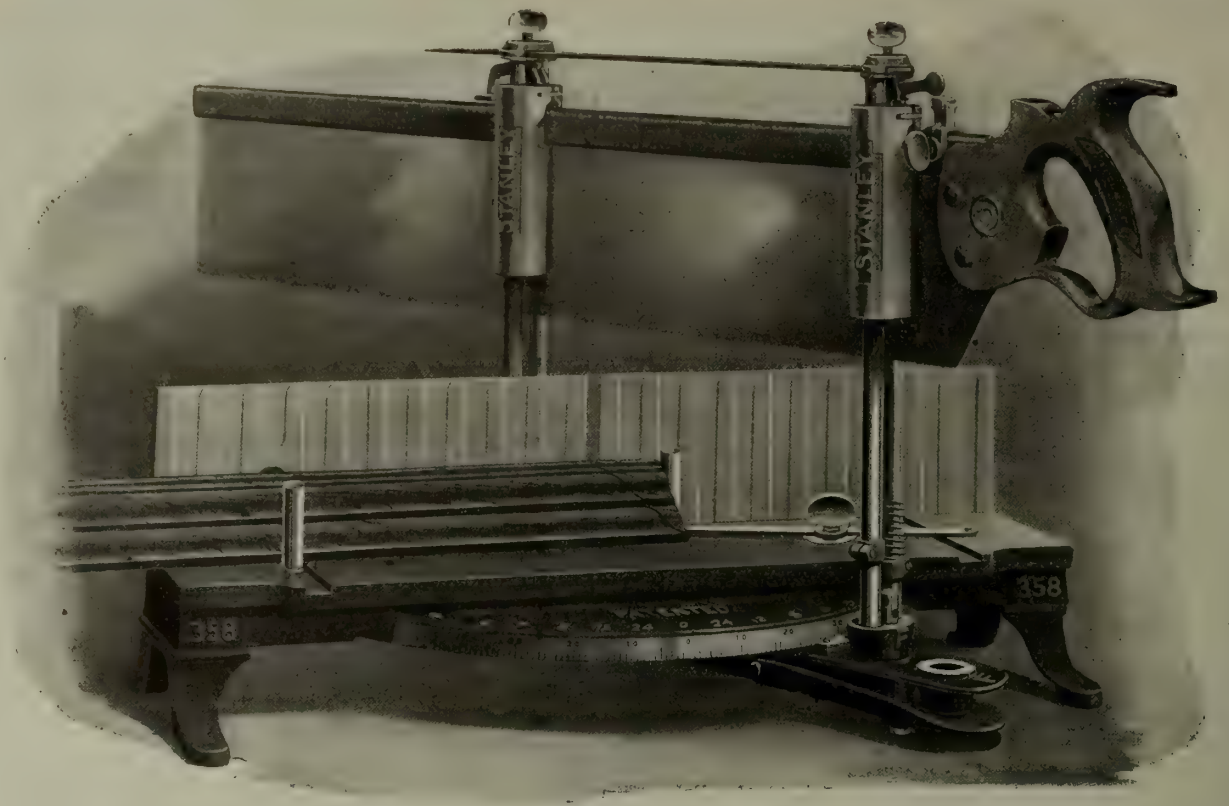
"AMPHIBIA" Special Laundry for the wash wheels.

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Sadler & Haworth

ESTABLISHED 1876

MONTREAL, 511 William St. TORONTO, 27 Melinda St,
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Stanley Tools

STANLEY MITRE BOXES have TEN SPECIAL FEATURES which make them distinctive from all others:—

1. SAW IS HELD ABOVE WORK WHEN NOT IN USE.
2. SWIVEL IS AUTOMATICALLY LOCKED AT ANY ANGLE.
3. TWO SOCKETS IN SWIVEL FOR USE OF LONG OR SHORT SAW.
4. NARROW OPENING IN BACK OF FRAME, ESPECIALLY ADAPTED FOR SMALL WORK.
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6. STOCK GUIDES FOR HOLDING WORK IN PLACE.
7. EXTRA WIDE RANGE OF WORK—WILL SAW AT ANGLE OF 30 DEGREES.
8. ONE-PIECE FRAME WITH DETACHABLE MALLEABLE IRON LEGS.
9. CONSTRUCTION THOROUGHLY MECHANICAL—ALL PARTS INTERCHANGEABLE, AND READILY REPLACED IF LOST.
10. QUICK AND EASILY PUT TOGETHER OR TAKEN APART FOR CARRYING.

The above features, together with the variety of sizes and moderate prices, as shown in the table below, place the dealer in a position to supply the requirements of all classes of workmen.

No.	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	List Each
240	20x4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22x4 "	8¼ "	5½ "	3½ "	10.75
244	24x4 "	8¼ "	5½ "	3½ "	11.00
246	26x4 "	8¼ "	5½ "	3½ "	11.25
346	26x4 "	9½ "	6½ "	4⅛ "	12.25
358	28x5 "	9½ "	6½ "	4⅛ "	13.00
460	30x6 "	11 "	7½ "	5⅛ "	16.00

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EVERY TOOL GUARANTEED

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

STANDARD THE WORLD OVER

Consumers Cordage Co., LIMITED

Manufacture Every Variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

WELL ASSORTED STOCKS CARRIED AT BRANCHES AND AGENCIES:

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Consumers Cordage Co., Limited, 22 Church St., Toronto, Ont. and St. John, N.B.
Tees & Persse, Limited, Winnipeg, Regina, Calgary, Edmonton
MacGowan & Co., Vancouver, B.C.

You Can Add $20.00 Monthly to Your Income

IF YOU WILL ACT AS MACLEAN'S SPARE TIME REPRESENTATIVE IN YOUR TOWN

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from $5 to $50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. it will bring you, by return mail, complete particulars.

MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE. TORONTO, - - ONTARIO

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DOMINION

Sporting Cartridges

Bull's Eye Kind



Game Getting Kind

Thousands of Sportsmen, Guides and Hunters recommend

NEW DOMINION AMMUNITION

DEPENDABLE *ECONOMICAL* *SATISFACTORY*

For High Uniform Velocity, Flat Trajectory and Great Killing Power

ABSOLUTELY GUARANTEED BY

Dominion Cartridge Company, Ltd., : : Montreal

REMINGTON UMC TRADE MARK

PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC ***Arrow and Nitro Club Smokeless Shot Shells***

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC ***Steel Lined Shot Shells***

have won the Grand Canadian Handicap for five years straight.

Dependability is guaranteed by the name,

Remington-UMC

Remington-UMC, the perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

The Associated Boards of Trade Meet

Western Canadian Body Holds Annual Convention in Albertan City—Fort William Accepted to Membership—Bumper Crop Predicted for This Year—Assisted Immigration and Its Problems—Discussion on Dry Farming—The Bulk Sales Act Endorsed for Adoption in Alberta — A Uniform Fire Insurance Policy.

(Staff Correspondence.)

Lethbridge, Alta., June 22.—Notwithstanding the great distance which separates the city of Lethbridge from the other leading centres of the West, and also the fact that it occupies an extreme point in the territory covered by the Associated Board of Trade of Western Canada, a very satisfactory number of delegates gathered at the eighth annual convention, which began June 14th and concluded the following day. After the delegates had spent a few hours in the city they were well satisfied that the Boards of Trade had made this city their choice for convention centre. The railway facilities proved adequate, the weather was ideal and the city itself presented such an attractive appearance that all the delegates expressed delight as they greeted one another at their respective hotels.

Planned in Advance.

It was evident that the Board of Trade at Lethbridge had planned considerably in advance to make the convention a great success and also to entertain in a most gratifying manner the delegates assembled.

Representatives from the local board met the trains and accompanied the delegates into the city. They lost no time in making the delegates acquainted with local board men and with the leading citizens.

The fact that the splendid auditorium in the fine new Y.M.C.A. edifice had been reserved for the convention at some inconvenience of the directors of that institution demonstrated also that the greatest possible efforts had been put forth to make the convention, in every way, entirely satisfactory.

Application From Fort William.

A feature of the growth of the work of the Associated Board of Trade of Western Canada was the fact that a representative was present from Fort William in Western Ontario to make application on behalf of the Fort William Board of Trade for affiliation with the Associated Boards.

By ten o'clock on the morning of June the fourteenth some twenty delegates had registered at the secretary's desk and among the names there were nearly all the directors of the Board of Western Canada.

President E. M. Saunders, manager of the Bank of Commerce, at Calgary, late of Moose Jaw, called the meeting to order shortly after ten o'clock and gave an opportunity to E. A. Cunningham, vice-president of the Lethbridge Board, to welcome the delegates on behalf of the mayor and council and the local Board. Mr. Cunningham spoke briefly of the importance of a convention of such an influential body and welcomed the guests in cordial fashion.

The President's Address.

President Saunders replied stating that in his estimation the large number present at the opening session indicated



WILLIAM GEORGESON,
Who Was Elected President of the Associated Board.

that the delegates appreciated a visit to the city of Lethbridge.

President Saunders then delivered the annual address as follows :

"During the session at Brandon last June, it was suggested that the secretary should issue bulletins at regular intervals throughout the year, giving a detailed report of the follow-up work of the Executive in connection with the resolutions passed. Acting on this suggestion, bulletin No. 1 was issued along with the annual report. This bulletin contained copies of letters forwarding resolutions to their different destinations, and acknowledgments of the same, together with a copy of an address of welcome presented on behalf of the Association to the Right Honorable Sir Wilfrid Laurier on the occasion of his tour through Western Canada last summer. No definite results appeared in this bulletin in connection with resolutions dealt with, except in the case of the one recommending the adoption of a uniform fire insurance policy for the three Western Provinces. Mr. Fitzgerald, Superintendent of Insurance at Ottawa, replied in connection with this resolution that while he approved of the adoption of a uniform fire insurance policy, he did not think that there would be any special advantage in the adoption of this uniform policy, unless it covered the whole Dominion, as most of the insurance companies were doing business from coast to coast.

Manitoba Government Aloof.

Bulletin No. 2 was issued about the first of this year covering a period from the 1st October, 1910, to about the first January, 1911. In this bulletin, resolution No. 1, re protection of the cattle industry in Western Canada," resolution No. 6, re "Increased Facilities in Customs Department," resolution No. 7, re "Adjustment of Duty on Imported Fresh Fruits and Vegetables," resolution No. 16, re "Telegraph Rates," resolution No. 12, re "Distribution of Harvest Hands," resolution No. 27, re "Navigation of the Saskatchewan River," were dealt with. We regret to note from this bulletin that, although persistent and repeated efforts had been made by our secretary to the Manitoba Government to consider our resolutions sent in to them, no results had been secured up to the time of the closing of the period covered by this bulletin, ending the 1st January, 1911.

Bulletin No. 3, which was distributed in the month of May of this year, covered a period from the 1st January, 1911, to the 1st May, 1911. This bulletin contained letters in connection with the follow-up work, and results of interviews with the representatives of the different provincial governments.

To Secure Better Results.

As all the correspondence in connection with the following up of last year's resolutions is brought out in detail in the bulletins already referred to, it seems unnecessary for me to deal further with them. While it might be con-

ceded that our work in this connection this past year has brought better results than in previous years, still, I think that at this convention some action should be taken that would bring better recognition of our resolutions by the provincial governments of Western Canada.

Since we last met in convention at Brandon, this western country has seen many changes, most of which I feel quite safe in stating have been along the lines of progression.

Last Year's Crop.

Another crop has been harvested, and while results were not as satisfactory in some districts as in previous years, still the following figures secured from a bulletin issued by the Northwest Grain Dealers' Association, Winnipeg, on the 28th February last, would indicate that the crop results were much better than many predicted they would be.

Wheat Situation, February 25th, 1911. Manitoba, Saskatchewan and Alberta.

	Bushels
Inspected to date	57,953,250
In transit—not inspected	650,000
In store at country points	11,500,000
Marketed at Winnipeg	150,000
Allow for country mills, seed and feed	26,000,000
Total	96,253,250
In farmers' hands to market	8,300,000
Total crop	104,553,250

	Bushels
Oats inspected to date	11,588,100
Oats in store at country points	3,725,000
Oats in farmers' hands to market	8,350,000
Total	23,663,100

	Bushels
Barley inspected to date	1,543,200
Barley in farmers' hands to market	460,000
Total	2,003,200

	Bushels
Flax inspected to date	2,875,000
Flax in farmers' hands to market	150,000
Total	3,025,000

On the 1st May, the following figures were secured:

	Bushels
Wheat inspected to date	71,000,000
Oats inspected to date	17,000,000
Flax inspected to date	3,000,000
Barley inspected to date	2,100,000
Rye inspected to date	35,000

A Comparison.

A comparison between these and the foregoing figures would indicate that estimates of stocks at country points and in farmers' hands, were not exaggerated. These figures to date compare most favorably with the final crop report issued by the same association on the 2nd November last, which showed the following figures for the crop of 1909:

Total wheat crop	119,744,655
Total oats inspected	33,105,600
Total flax inspected	3,571,000

This year crops all over Western Canada have been put in under most favorable conditions, and up to the present, there is every evidence of a strong and healthy growth of all grains. Should the present favorable crop conditions continue until harvesting, it would, I think, be quite safe to predict that our wheat crop this season for the Canadian West, with the large increase in acreage, should exceed 150,000,000 bushels.

Railway Mileage.

The annual report of the comptroller of railways shows that the mileage for Canada increased from 24,104 in 1909 to 24,731 in 1910, an addition of 627 miles. The larger portion of this increase, or 519 miles, was in the four Western provinces. These figures do not include any mileage attaching to the Grand Trunk Pacific, which is officially regarded as "under construction," although over 1,000 miles were in actual operation during 1910. It is estimated that 4,500 miles of railway were under construction on June 30th last. Judging from the announcements that have been made by the railway companies, it would appear that, if the work planned for this season is carried out, last year's figures for the increase in mileage will look small beside those for 1911.

Real Estate Speculation.

With the large amount of railway development, increase in expendtiures by municipalities, and in the figures for building permits which are published from time to time, etc., it is not hard to realize that a great tax is being made upon capital available for these purposes. In view of this fact, we think it well to caution the business men of the West against locking up their capital in real estate speculation, more especially where it is non-productive, and we think it important that they should keep themselves prepared to handle the natural increase they would look for in their businesses next fall, should the crop conditions continue favorable through the summer months.

A Greater Immigration.

It will be seen that the immigration figures for 1910 show an increase over those of 1909 by about 60 per cent. From present indications it would appear that this percentage will not only be kept up this year, but will break all previous records. We have with us as a guest of this convention, J. S. Dennis, in charge of the Irrigated Lands of the Canadian Pacific Railway. He has kindly consented to address this convention on the "Development of Western Canada." There is no one in the West that is better fitted to handle such a subject, and I feel sure that in his address Mr. Dennis will bring out some



E. D. MARTIN,
Second Vice-President of the Associated Boards.

very interesting facts in connection with the immigration into Western Canada.

That trade conditions generally in the Dominion have been good is indicated by the following figures taken from the budget statement of the Minister of Finance, submitted in April last.

Total trade for 11 months, ending Feb. 28, '11	$687,500,000
Total trade for 11 months, ending Feb. 28, '10	610,000,000
Increase over previous year	$ 77,500,000

and also by a comparison between the total bank clearings for 1909 and 1910.

Total Clearings for 1910	$6,114,039,804
Total Clearings for 1909	5,203,269,249
Increase for the 12 months	$ 911,770,555

Fort William Application.

Last fall it was my privilege to visit some of the important centres in British Columbia, and when meeting the executive officers of the different boards of trade, I endeavored to interest them in the work of this association, and received a promise from some of them that they would try and send representatives to our convention this year. When a name was being discussed for this association, I think it was decided to select one that would be general enough to take in, if thought advisable, not only the three prairie provinces, but also the province of British Columbia, lying to the west of us.

That the influence and strength of this association is recognized outside the territory which it at present covers is evidenced by the application from Western Ontario of the Fort William board of trade for affiliation, which board is represented at this convention.

I wish, gentlemen to thank you.

Board's Qualifications.

In moving the adoption of the president's address, vice-president W. Georgeson, wholesale grocer, Calgary, congratulated the president on the thoroughness and scope of his address. In referring to some of the points Mr. Georgeson stated that he believed the only way to get recognition from the government was by constant reiteration and he stated that the Minister of the Interior had expressed a desire to him personally, to consider all resolutions forwarded by the Associated Boards of Trade as the Minister believed that the boards of trade were in a position to deal with questions of vital importance to the country as a whole, and they were capable of framing up such suggestions as the government would be glad to receive. The speaker mildly criticised the president in his conservative estimation of the crop prospects for this year and thought that the president should use the figures 200,000,000 bushels rather than 150,000,000, as it is believed by high officials in government and railway circles that such a large crop will be harvested this year.

The president's address was seconded by G. H. Bradbrook, Yorkton, Sask.

Fire Insurance.

S. McAra, Regina, spoke of the question of fire insurance which was referred to in the president's address. Mr. McAra thought that the provincial governments should be persuaded to adopt some standardized policy, as it was necessary to have something more definite in the control of fire insurance than prevails at the present time and he further suggested that committees should be formed to press action from the government. M. Isbister, Saskatoon, took the chair and called for a vote on the president's address and it passed unanimously.



E. M. SAUNDERS,
Retiring President of the Associated Board of Trade.

Fort William Admitted.

The secretary than read an application from the Fort William Board of Trade, applying for membership in the Associated Boards of Trade of Western Canada. In discussing the matter Messrs. Georgeson, Isbister and Webster spoke favorably of receiving the Fort William Board on the grounds that the interest of the Fort William Board was in harmony with the interests of the other boards of the West. One objection was raised by Mr. McAra that it was possible that the Associated Boards of Trade would get itself into an unwieldy condition should extreme points in outside provinces be taken in. The motion to accept the application of Fort William was carried.

President Saunders welcomed J. S. Dennis, Immigration Superintendent, C.P.R. Calgary, and J. T. Sweeting, Industrial Superintendent, C.P.R., Winnipeg, and asked that they be given delegates' rights at the convention.

The minutes of last year's meeting as published in pamphlet form, were taken as read and carried.

The secretary's report was read giving detailed items of expense and receipts, which showed that the finances were in a very satisfactory condition. The report was adopted.

President Saunders then announced that the election of officers would be the next item of business. The voting, which was all informal, resulted as follows :—

Calgary Man President.

President for the year 1911 and 1912, W. Georgeson, Calgary, by acclamation ; first vice-president, M. Isbister, Saskatoon, by acclamation ; second vice-president, E. D. Martin, Winnipeg, by acclamation ; third vice-president, Richard Loney, Moose Jaw, by acclamation ; fourth vice-president, A. A. Wilson, Fort William, by acclamation.

A new office was created as it was thought advisable to have an auditor appointed each year, and H. J. H. Skeith, Lethbridge, was elected by acclamation.

Chairman's Address.

Mr. Georgeson in taking the chair said that it was something to remember to have been elected to the highest office which the Board of Trade of Western Canada could give. The work before the Board was never more important than at present, owing to the fact that the country was new and just beginning on a great era of development. What was needed more than anything was to bring improvements as quickly as possible to as large a number of centres as possible. He pointed a warning that all questions considered by the Board should be on fair lines and non-political. It depended on the members of the Board, what the Board would do and be in the opinion of outsiders. It was necessary to get recognition from the governments on questions already raised in order to continue to have prestige, in dealing with Board of Trade matters.

WEDNESDAY AFTERNOON.

The chairman at once took up the resolutions for discussions and referred to a few resolutions which had been left over and struck out by the committee on resolutions which had convened the previous evening.

Legislation Against Noxious Weeds.

President Saunders in dealing with this question said that it was an urgent matter and believed that the country suffered a great deal at the present time on account of noxious weeds. E. E. Spackman, Gull Lake, Sask., in seconding the resolution stated that the Minister of Agriculture for the province had

sent out circulars to different agricultural societies to appoint weed inspectors, but it was necessary that something more should be done as these inspectors were often friends of farmers who were guilty, and so had proved unsatisfactory. It was also brought out that in some territories there were not enough inspectors to cover the territory and that it was a mistake for local men to be appointed. A. T. Hunter, Regina, opposed the measure on the grounds that it was an agricultural question and should be left to the farmers to take up, but his objection was overruled by Mr. Saunders who pointed out that it was a serious and general question as the banks and business houses needed good crops and noxious weeds was the chief factor in destroying those crops.

Townsite Planning.

A resolution to expropriate Indian reservations in order that towns and cities continguous to those reserves might expand, was introduced. In view of the fact that there was plenty of room in certain sections for Indian reservations, the resolution was carried to the effect that all towns having a population of 1,500 or over should have power to use certain Indian reservations that lay next their borders.

WHEREAS, in the laying out of townsites and sub-divisions in Western Canada proper attention is not given to uniformity and convenience in connection with same, more especially in regard to regulation width of streets and proper consideration for supplying said townsites and sub-divisions with sewerage and drainage facilities; AND WHEREAS, the present city act does not empower city or town councils to supervise subdivisions in their localities; THEREFORE BE IT RESOLVED, that the Provincial Governments be requested to provide that no townsite or subdivision should hereafter be registered until the location and general plan has been approved by the Lieutenant Governor in Council and until a proper plan has been submitted and approved, such plans submitted complying with a general plan adopted in connection with the laying out of townsites and sub-divisions.

Moose Jaw Again.

This important resolution was brought in by the Moose Jaw representatives, and provoked some discussion, in which J. S. Dennis took part. He stated that it was necessary that the government should have the right to determine the width of the streets and lanes and to prevent land owners from forming uniform strips in the townsite. Mr. Dennis further suggested that he would like to see the government have some say in the lay-out of a town, forming definite places for parks, business streets and stores. Mr. Dennis' remarks were appreciated. The resolution carried.

Land Titles Act.

A resolution was brought forward by Moose Jaw with reference to providing for the relief of homesteaders from the Land Titles Act, where homesteaders are not notified by the Registrar, that his patent had been passed by the Department of the Interior. In discussing this question, it was stated that the Registrars in many cases did not receive remuneration for asistance given to homesteaders, and as a result they did not act promptly, much to the inconvenience of the homesteader.

Freight Rates on Coal.

"In the opinion of the Associated Boards of Trade of Western Canada



M. ISBISTER,
The First Vice-President for Ensuing Year.

in session, the coal rates at present in effect in Western Canada are unreasonably high, and as such is partially responsible for the present high cost of living, further that the consumption of coal in Western Canada is today considerably larger than was the case a few years ago, resulting in greater tonnage, which in itself should warrant a voluntary reduction in the coal rates by the Railway Companies, that the question is one of vital importance and of such magnitude that no individual or committee that we may appoint can handle the question as intelligently as the Board of Railway Commission and its Chief Traffic Officer.

BE IT THEREFORE RESOLVED that this convention of Associated Boards of Trade of Western Canada urge upon the Board of Railway Commissioners the necessity of conducting a thorough investigation into the coal rates at present in effect in the Provinces of Manitoba, Saskatchewan, and Alberta, with the object of ascertaining the reasonableness of such rates; AND FURTHER that if such rates or any coal rate is found to be excessive, that the Board order the Railway Companies to make such reductions as in their judgment may be deemed advisable. That a copy of this resolution be forwarded to the Secretary of the Railway Commission."

This is an old question, and was therefore discussed with considerable intelligence by some members present. Mr. Hunter, Regina, who moved the resolution, made the startling statement that 50 per cent. of the profits on coal goes to the railway companies for transportation, and gave some comparisons of freight rate discrepancies, taking points in the United States and comparing them with certain points in the West, at the same mileage.

Railways Inconsistent.

The mover of the resolution stated that it was his object to ascertain the reason for the existing rates and was not prepared to say that the rates were really excessive. He pointed out that wheat, which is in the same freight classification as coal, was handled much cheaper than coal by the railways, which he thought was inconsistent.

Mr. Belcher, Winnipeg, stated that unless the Boards of Trade were prepared to follow up the freight rates on coal investigation, it would be better to drop it at once. He said it required able men and money and trained solicitors to follow up the railway commissioners, in order to get satisfactory results. Mr. McAra, Regina, replied that if the Boards of Trade were to amount to anything they surely could handle this question, and it was their plain duty to deal with this existing evil. The resolution was carried.

Hudson's Bay Railway.

There was little discussion over this resolution, which was brought in by Mr. Belcher, Winnipeg, and it was carried unanimously.

"WHEREAS the Dominion Government has by legislation provided for the sale by way of pre-emption, and otherwise, of lands, the proceeds of which were to be set aside for the purpose of construction of a railroad to Hudson's Bay.

AND WHEREAS the Minister of the Interior in introducing the Bill providing such legislation stated it was as a means of insuring the early completion of the railway to Hudson's

Bay, and the Prime Minister and the Minister of Railways have since stated that it is the intention of the Government to provide for the immediate construction of such railway.

AND WHEREAS under that provision land has now been disposed of representing an amount of over Twenty-One Million Dollars, exclusive of interest.

THEREFORE BE IT RESOLVED that this Board desires to place on record its gratification that the wishes of the Western Provinces, in the opening out of the Hudson's Bay Route, are now to have effect. And further, to place on record its opinion that the full benefits to Canada of the opening of this alternative route to the world's markets will be secured only if the Government builds this railway as a National work, and retains its ownership in perpetuity, and that such railway be operated by the Government itself under an independent Commission, and that the Government effect such arrangements as will make the highway equally available by all Canadian railways under regulations which will provide reasonable and satisfactory rates from the point of shipment to tide-water on the Bay, such conditions to be subject to the immediate control of the Government."

The resolution was carried.

Re Telegraph Tolls.

RESOLVED, that the Associated Boards of Trade of Western Canada record their satisfaction that the Board of Railway Commissioners having granted the application of the Winnipeg Board of Trade for a public investigation into the telegraph companies tolls, that public counsel, whose services are at the disposal of any individual or Association desiring to present matters before the Railway Commission in connection with telegraph tolls, have been appointed by the Dominion Government, and that the investigation is already proceeding.

FURTHER BE IT RESOLVED, that all Boards of Trade are strongly recommended to examine into the telegraph tolls applying from their several places, and present to the Board of Railway Commissioners such facts as they deem essential in order that fair and reasonable tolls will be enforced in Western Canada.

This resolution which came from Winnipeg had been discussed by the Board of Trade at Winnipeg and the Grain Exchange and it was a huge subject. In their endeavor to get reduced tolls in other lines the whole schedule of tolls, it was found, was greatly in need of revision. G. E. Carpenter, shipper section Board of Trade, Winnipeg, stated that the work which was started in Winnipeg will affect the whole West and the Winnipeg Board should receive encouragement from other Boards and have the investigation thorough in order that the tolls may be more reasonable. The resolution was carried.

Customs Regulations.

WHEREAS large numbers of new settlers are daily coming to Canada from other countries.

AND WHEREAS in a great many instances they are bringing with them goods commonly known as effects.

AND WHEREAS certain laws govern the admission of said goods and these laws are for the most part entirely unknown to the said immigrants.



J. T. HALL,
The Busy Secretary of the Convention.

THEREFORE this convention of the Associated Boards of Trade of Western Canada hereby respectfully points out to the Dominion Government that the printing of the Canadian Customs Regulations in the daily newspapers of the Dominion, similar to the manner followed by the Department of the Interior, would be found very beneficial not only to the said immigrants but to the Customs Department.

This resolution was carried without much discussion, owing to the fact that it was generally known that there was not enough publicity given on the Canadian Customs Regulations. In the discussion J. S. Dennis, Immigration Superintendent, C. P. R., stated that publicity was given to a great extent by circulars and posters and other literature circulated in other countries, which we as Canadians did not see. It was deemed advisable, however, to have more publicity in Canadian publications regarding such regulations. The resolution was carried.

Bulk Sales Act.

WHEREAS a resolution having reference to certain Legislation known as the Bulk Sales Act has been endorsed by this Association and forwarded to the Governments of Saskatchewan and Alberta.

AND WHEREAS the Government of Saskatchewan has acceded to the request of the Association by passing such a law.

AND WHEREAS similar Legislation is in existence in Manitoba and British Columbia.

THEREFORE this Association of the Boards of Trade of Western Canada hereby request the Alberta Government to take immediate steps to grant our former request and pass the bill that is before them known as the Bulk Sales Act.

Retailers Annoyed?

It will be seen from the resolution that it aimed at having the Act in force in Alberta and the mover R. J. Hutchings, Calgary, referred to the satisfactory manner in which the Act was operated in the other provinces. He stated that the government was obliged to see that debts are paid and the wholesalers did not wish to bring a hardship on any one and it was only an attempt to safeguard against dishonest men. It was evident that there were no retailers present who were familiar with the Act as it received no opposition whatever, and it is to be regretted that the other side of the question was not discussed, as it is only reasonable to suppose that many retailers will be annoyed by wholesalers under the operation of the Act. The motion was carried.

Insurance Commissioners.

THEREFORE this Associated Boards of Trade of Western Canada respectfully request the Governments of Manitoba, Saskatchewan and Alberta to each appoint a commissioner who shall investigate the cause of fires in each of the provinces aforesaid with a view of placing the responsibility. Further, that the said commissioner be available for the purpose of advising the public regarding the protection afforded by the different Fire Insurance policies.

This question proved to be interesting and provoked some discussion, which was almost all favorable. No reference was made, however, to the Canadian Credit Men's Association with head office in Winnipeg, who recently appointed a commissioner to investigate fires in order that more satisfactory adjustments might be made. It is believed

that this resolution is more thorough and will eventually take the place of the Credit Men's Commissioner. The resolution was carried.

Wednesday Evening.

The entire evening was taken up by an address by J. S. Dennis, head of the Colonization Department of the C.P.R. He said in part:

"It affords me much pleasure to be in a position to state this evening that the C.P.R. company has signified its willingness to appropriate the sum of $5,000 for the purpose of defraying the expense of the Dry Farming Congress if held in Lethbridge in 1912."

This announcement was received very enthusiastically by the convention, as it was considered a question of vital importance to Canada, as a whole.

American Invasion.

Referring to western development the speaker continued:

"The real start in the development of the West, while not depreciating the vast amount of work done by the people of the eastern provinces, was when the people of the Middle and Western States began to come to Canada, when the free land across the border was nearly all taken up. Many of these were expatriated Canadians who took advantage of the splendid opportunities this vast new country afforded for expansion, and during the past few years the rush for land in Western Canada by the people of the States has been unprecedented. Their coming has convinced others to try the new country and as a result the West has filled up with the best class of citizens of any country under the sun."

Basing his predictions on the development of the West during the past fifteen years Mr. Dennis painted an alluring picture of what Western Canada will be five years from now. At the present rate of immigration he said that he saw no reason why the Western provinces should not have before 1916 a population numbering over five million souls with a grain production alone of more than five hundred million bushels yearly. This was touching only on the development on the land and made no mention of what might be done in the way of manufacturing, and mining development, bound to follow on the increase of population and the settling of the agricultural communities.

THURSDAY MORNING.

"Be it resolved by this convention of the Associated Boards of Trade of Western Canada that all new town sites located in Western Canada be subject to government supervision so as to secure proper drainage, and have provision made for parks, play-grounds and school sites."

In discussing this resolution it was first thought that it was a municipal question which should be dealt with by the Union of Municipalities, but the evil of establishing town sites without proper supervision was apparent, and the resolution was passed.

Small Debt Collection.

THAT WHEREAS the present exemption ordinances of Alberta and Saskatchewan are in their provisions so wide and comprehensive that they offer equal immunity to all classes as regards goods and land that are only necessities of life to a particular class, and,

WHEREAS, under the existing conditions, and owing to the delays, leniency and costly procedure of the present law, many business men suffer losses and, being unable to collect accounts, are thereby discriminated against, and,

WHEREAS, under the present law an unwilling debtor may be drawing sufficient salary over and above his living expenses to meet his obligations, and yet if such salary is paid at intervals when not more than $25 has accrued due, or in the case of a collusion between the debtor and employer, it cannot be attached by any process of court

THEREFORE, be it resolved that this convention heartily endorses the move of the Lethbridge Business Men's Protective Association, and any other association that has undertaken or is about to undertake any move that will tend to the enactment of such laws as will be more in accord with the interests of the business men as a whole, and also commends the Lethbridge Business Men's Protective Association on having circulated petitions all over the Province of Alberta for signatures of petitioners asking for the enactment of such laws for the said Province of Alberta.

This resolution which came from the Lethbridge representatives was one of the most important of the convention. E. A. Cunningham in moving the resolution said that those who suffered most under the present lenient system were the merchants, and he thought that the merchants should get the same consideration as the wholesalers get in the Bulk Sales Act.

In discussing this resolution, it was unfortunate that there were no delegates from Winnipeg who were familiar with the attempts of the executive of Western Retail Merchants' Association to have the small debt court established in Manitoba.

Difficulties in U. S. A.

President Georgeson, enlightened some of the delegates by referring to the difficulty and the solution in the United States. In some of the States they have a simple chattel mortgage act whereby the merchants can take a mortgage against any article owned by the debtor, in that way the merchant gets security for goods they sell if they apply for it. It was apparent that some system should be inaugurated to protect the merchants, and the resolution was carried.

Moose Jaw Wins.

The place of convention was then called for discussion by Chairman Georgeson. A. A. Wilson, Fort William was at once on his feet and gave a strong invitation on behalf of the Fort William Council and Board of Trade. It was moved and seconded that Fort William be considered by the convention.

Richard Loney presented an invitation on behalf of Moose Jaw Council and Board of Trade. In the vote that followed, Moose Jaw was chosen as the next place of convention.

The president stated that the business of the convention had come to an end and a vote of thanks was tendered to the Board of Trade, Lethbridge, the Chinook Club, the Y.M.C.A. directors and the City Council for the reception and entertainment provided in the city.

G. L. Challenor, Grand View, Man., has sold his hardware business.

W. A. Miller is commencing a hardware business at Edson, Alta.

G. R. Farmer has sold his hardware store at Stettler to K. Holtan.

T. Rasmussen has started in the hardware and implement business at Liberty, Sask.

G. N. Coyne, Acme, Alta., has sold his hardware store at Stettler, to K. Holtan, now of Stewartwyn.

The prize given by the Connely-Fairweather Hardware Company, Sussex, N. B., for the best half dozen trout brought to their store was won by Carl Nelson, who caught his string in the river. Mr. Nelson was presented with one of the firm's celebrated bamboo rods.

McLennan, McFeely & Co., wholesale hardware merchants, Vancouver, have concluded a deal with the C.P.R. for the purchase of a wedge-shaped block of land fronting on the main line tracks of the railway between Heatly and Carl Avenues. It is the intention of the purchasers to erect a large warehouse on the property but plans for the structure have not yet been completed. Work will be started first on the erection of a warehouse for iron.

Getting After the Leather Belting Trade

Slack Season Affords Opportunity for Personal Work — Valuable Business in Factory Supplies—These Orders Go to the People Who Solicit Them — Good Field in Rural Districts for Belting Sales.

The fact that many retailers slacken their efforts during July and August gives all the more opportunity to the energetic ones who put on a little extra steam, during the hot weather, in an endeavor to corral more business. This is the time of the proverbial "midsummer dullness," when the business which has been literally swooping down upon the hardware store since the first awakening of spring, drops off quite noticeably, and gives the hardwareman a chance for outside work which he has not enjoyed during the heavy weeks in which the business of the rush season has kept him tied down to the store.

What most of these energetic dealers want is some definite idea to work upon, for, of course, good as is the determination to "go after business," it will help a great deal to have some particular object in view when carrying on a personal canvass.

For a large and very important constituency, leather belting offers a splendid opportunity for the dealer to secure immediate orders, and introduce himself to a nice prospective trade.

Good Business in Factory Supplies.

The most obvious prospects for this class of business are the manufacturers, and there is scarcely a town or village, especially in Central and Eastern Canada, which does not boast of some manufacturing industries. Their machines would be valueless if it were not for the leather belting which transfers to them, the motion of the pulleys and shafting. Belting is an absolute necessity in every manufacturing plant.

Where do manufacturers purchase their belting, of which they use such considerable quantities? A little investigation will show that they buy from the people who solicit their orders. The manufacturer is a busy man who, as a rule, is averse to expending much effort in searching out sources of supply. The sources of supply are in the habit of searching him out. And so it happens that, in towns where the hardwaremen are not aggressive enough to get after this business the manufacturer simply places his orders with the traveler for some mill supply house who calls on him regularly, or, in case of emergency, he mails his order to that house. He does not stop to think that he could procure the same goods from his local hardwareman at just as good a price to say the least. His hardwareman has never told him so.

There is, therefore, an undoubted field for the sale of leather belting in every factory town. If mill supply houses in the large cities find it profitable to send out expensive traveling salesmen to get this trade, why should not the local hardwareman find it doubly to his advantage to make regular calls upon the local manufacturers to present his claim for this business?

How to Handle Belting Business.

A large and expensive stock is not necessary to enter upon the belting business. The first thing to do is to ascertain what sizes are chiefly used in the factories of the town or district; and then buy a small stock of each of these sizes. As a matter of fact, a stock need not be carried at all, except to provide for emergency orders. When a belt goes out of commission, it must be replaced in a hurry, and, if the hardwareman is able to supply it from stock, he will have a great advantage over the far away supply house who could not get it on the ground in less than two or three days. To lose the services of an expensive machine and its operators for three days, would be a costly proposition for the manufacturer. It would be a great boon to him to be able to secure that belt locally without losing any time.

Aside from a small stock of standard sizes, the most essential thing in going after belting trade, is the energy which will ensure a regular canvass of the factories, in the pursuit of orders. Everything being equal, the manufacturer is sure to give preference in his orders to a local firm for he is just as anxious as the hardwareman to build up his town. In most cases, he is a fellow member of the Board of Trade, much easier of access to the hardwareman than to the traveling salesman.

Most manufacturers keep a certain amount of belting on hand at all times, so that, with the exception of emergency orders, they do not require immediate delivery of their specifications. This is the reason that the hardwareman who aims to supply their belting requirements will not need to keep a large stock. It will be his duty to see that the manufacturer does not run short, and most of the orders he receives may be simply passed to the manufacturer and the hardwareman need not even handle it but have it addressed to the manufacturer. Thus, it will cost him practically nothing to carry the requisite stock.

Business in Sundry Supplies.

A pleasing feature of the hardwareman's canvass for leather belting, will be the orders he will naturally secure for sundry supplies. Factories consume large quantities of hardware in making the numerous repairs and extensions which are characteristic of every well regulated plant. These orders will follow the line of least resistance—they will go through the easiest channel. The hardwareman who keeps in touch with the manufacturer in going after belting orders will get these orders for supplies and they will form no mean proportion of his annual turnover.

Prospects in Agricultural Communities.

Let not the dealer who has no factories in his town conclude that he cannot get any business in leather belting. There is a large and increasing consumption of leather belting in the farming communities.

Farmers are now users of gasoline engines to a surprising extent. They utilize these engines for pumping water, sawing wood, operating fanning mills, and for dozens of other uses around the farm each of which requires the employment of leather belting. The near approach of the threshing season should give a decided impetus to the belting trade. Right at this time, threshermen commence looking over the outfits and getting them into shape for the season's campaign. In many cases, new belts must be ordered, as well as numerous other supplies which could be furnished by the hardware store.

So it is that hardwaremen will find leather belting a splendid basis upon which to build up a trade in factory and farm supplies. Although the present is an exceedingly good time to get after this business, it is a trade which is not confined to any particular season. Leather belting is used at all times of the year and new belts are constantly in demand.

A. E. Dickson, for the last four years a clerk in the M. S. Sutton store at Andover, has accepted an offer to enter the employ of W. H. Thorne & Co., of St. John. Mr. Dickson will be in the sporting goods department and will leave for his new field of labor about the middle of next month when the affairs of the estate of the late M. S. Sutton will have been wound up.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

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TEAM WORK IN THE STORE STAFF.

In the professional baseball leagues, a winning team is often created, not because of its brilliant individual stars, but because of its manager's organizing ability. The introduction of mutual confidence among the players, and loyalty to the club, develops team work which makes all the players work as a unit, and carries them on to success.

In the same way, team work in the store staff will do much to increase business, and make things run more smoothly. See that the clerks are imbued with the spirit of the proprietor, that they are all working whole-heartedly in the interests of the store, and the store will commence making new friends at once.

The responsibility for team work in the store staff rests almost entirely on the proprietor or manager. If he possesses and exercises real executive ability, the business of the store will go along harmoniously. If he has not executive ability, or at any rate does not exercise it, the successful running of the store will depend upon the manager's luck in securing clerks.

As soon as a new clerk is employed, the manager should take him in hand and endeavor to inspire him with his own ideas of merchandising, and especially with his enthusiams for the store. Every member of the staff from the delivery boy up should reflect the personality of the management; he should be a real part of the store, and not a mere employe.

When customers of a store get into the habit of dealing with one clerk only, there is something wrong with the system of that store. It may often happen that the clerk in question is very busy when some of his special customers come in, while other clerks are doing nothing. Yet, the customers either wait around for some time, or leave the store, because they do not like to deal with the other clerks.

Contrast with this establishment the store where customers are treated alike by all the clerks. It does not matter who waits upon them, for each member of the staff has the same cheery greeting, the same knowledge of his goods, and gives the same courteous attention to the purchaser. It is the store where team work has been developed to a high degree, and where every clerk fits perfectly into his special duties.

This result can be accomplished in any store where the manager takes the trouble to train each new recruit on his staff, and to develop that team work by which the entire organization radiates his own personality. Every customer should feel that he is dealing with the proprietor, no matter what clerk makes the sale.

KEEPING THE SIDEWALKS CLEAR.

A great difference of opinion exists among retail merchants, as to whether or not it is advisable to use any portion of the sidewalk in front of the store for displaying goods. In the early days of hardware retailing, this was the favorite method of showing seasonable lines, and the selling value of the window was entirely overlooked. Indiscriminate heaps of merchandise littered the sidewalk and even the doorway, so that customers occasionally found difficulty in picking their way into the store.

Of late years, however, there has been a noticeable change of opinion in this matter, and even of those who still contend that the sidewalk offers good opportunities for display, the majority use it for showing only such goods as will come underneath the sills, and will thus not hide any portion of the window proper.

In Orillia, where there is a yearly influx of summer visitors, the civic authorities, in their anxiety to keep the town looking at its best, have passed a by-law prohibiting the use of the sidewalks for display purposes. At first, the merchants did not fully appreciate this effort to beautify the town. They foresaw the loss of business through the limiting of their facilities for exhibiting what they had to sell. Now, however, after giving the innovation a fair trial, the merchants are heartily in favor of it. They have directed their energies to improving their window displays, and they find that people who formerly passed by the stores altogether, now stop regularly to look in the windows and are frequently reminded of some article which they require. In this particular instance, besides improving the appearance of the business street, the by-law has worked an improvement in the merchants' sales.

FIELD CROPS IN EXCELLENT CONDITION.

The business world has been closely watching the developments of Canada's field crops during the past weeks, and no one trade has shown a keener interest in this subject than the hardwaremen whose prosperity is so closely linked to that of the farming population.

The bulletin issued this week by the Census and Statistics Office, discloses a most satisfactory state of affairs throughout Canada, as regards the principal field crops. The areas in fall wheat are greater than last year by 4.50 per cent., and in spring wheat by 13.70 per cent. The lowest percentage of condition is made for fall wheat, which suffered from inadequate protection in the winter months and also, to some extent, from spring frosts.

The per cent. condition of fall wheat at the end of May was 80.63, and of spring wheat, 96.69. The condition of oats is noted as 94.76 per cent., and of hay and clover, 91.45. Barley and rye each show a small decrease in area, but the condition is higher than at the same period last year.

Reports from the West are particularly gratifying, showing not only a greatly increased acreage in the various crops, but also much better condition than at this period last year. The rains of the past two weeks will do a great deal of good, and, if conditions are normal from now until harvest, the country's crops will, this year, be the most bountiful we have ever known, thus ensuring a continuance of prosperity.

PLUMBERS CHANGE THEIR NAME.

At the Sixteenth Convention of the National Association of Master Plumbers of Canada, held last week at Port Arthur and Fort William, a momentous question, relating to the name of the trade, was settled. It was

decided to go in future under the name of the Canadian Society of Sanitary and Heating Engineers. For many years it has been felt that the name "plumber" did not describe the craft as it stands to-day. "Plumber" means a worker in lead, but nowadays the man bearing that name has to be an expert in all matters relating to sanitation, drainage, heating and ventilation. He has to master hydrostatics, physics, mechanical drawing and general engineering principles. He is, in fact, compelled, by the complex nature of his work, to combine technical knowledge with practical and mechanical skill. The new name expresses fully what the so-called plumber is to-day —a sanitary and heating engineer.

Another important step taken was the decision to appoint a permanent salaried secretary. For years past, organization work has languished, owing to the inability of the officers to give the time necessary to keep things moving. With a capable man, giving his full time to the work, the coming year should be one of unwonted activity. Ultimately, provincial associations will be formed in each province and provincial organizers will be appointed.

The convention was the most successful on record. More business was done than at any gathering held in the pastan d it is felt that the changes made should result in raising the trade to a higher plane and in effecting improvements in trade conditions.

PAPER BAG COOKERY.

A great deal has been heard of late of the results obtained by a new method of cooking invented by one M. Soyer. Everything is cooked in paper bags and the inventor claims that it is possible to roast, bake, stew or boil with equal facility and with 40 per cent. less gas than would be required in cooking the usual way. Everything done by paper-bag cookery is prepared to suit the most fastidious taste and the process takes a remarkably short time.

If paper-bag cookery comes into popular favor—and all who have seen it demonstrated claim that it is bound to—a new avenue of activity will be opened for the hardware dealer. To support the bags in which the food is cooked, it is necessary to use a peculiar form of wire grid which is so designed that it allows the heat to penetrate the paper at all points equally. There will be a heavy demand for bags and grids, if the new fashion comes into vogue and the trade will naturally revert to the hardware dealer. It would be wise for members of the trade to keep an eye on developments in paper-bag cookery. It may prove to be more than a fad.

THE TINSHOP PAYS WELL.

In Ontario, if opinions expressed at the Peterboro' Convention can be accepted as any criterion, the tinshop is not generally found to be lucrative when handled as a department of the hardware store. In the West, many dealers declare that the tinshop is where they make the most money. This condition does not apply solely to the West, however. In many parts of Ontario, dealers can be found who have worked up a highly lucrative business in the tinning line.

Losses in the tinshop arise from various causes. Lack of system in looking after stock is one of the main contributing factors. Many systems for checking up stock have been devised but the best for small and large shops alike is to use the requisition slip plan. Have the stock kept where only the stock clerk, or someone delegated to look after this work, can get at it. Before starting work in the morning, each man puts in a slip for the material he requires. At night he returns what is left over and is credited with it. The material used is charged to the work on which he has been engaged during the day. In this way, nothing is lost sight of. The system is simple and thorough and well worth adopting.

When you hear dealers say: "I cleared eight hundred on my tinshop last year," the conclusion is forced upon you that here is a department well worth the attention of every hardware dealer. But if the tinshop presents great possibilities, it also presents grave difficulties. To make it pay, close attention and careful management is required. The dealer who thinks that he can let his tinshop run itself, soon discovers the folly of the idea. Unfortunately, he then concludes that the fault lies in the trade itself, not recognizing that it lay in his own slackness and carelessness.

POINTED EDITORIALS.

The tinshop can be made a paying department.

* * *

The name "plumber," having become obsolete, has been cast into the discard.

* * *

This is the time to lay plans for the winter dollar harvest. There'll be no lawn mower sales then.

* * *

There is a dignity to the term, sanitary engineer, which the old name lacked. The change was, in every respect, a wise one.

* * *

A perusal of building permit statistics for May emphasizes the statement that Canada is to-day the most prosperous country in the world.

* * *

Reports still come to hand of disastrous fires in hardware stores. Are your policies such as you could realize upon should fire visit your premises?

* * *

Serious fires in western hardware stores are occurring with regrettable regularity. The necessity for watchfulness with reference to fire insurance has been most strikingly demonstrated.

* * *

"The difference between the clerk who spends all of his salary and the clerk who saves part of it is the difference—in ten years—between the owner of a business and the man out of a job."—John Wanamaker.

* * *

Hardwaremen who think they know all about running a hardware store because they have been at it twenty-five years, would be surprised to see how many young shavers are outdistancing them, simply because they are wide awake to the advantages of up-to-date methods.

* * *

An English contemporary comments as follows:—"In the United States Rosin market each grade, except WW and WG, has for some time been given a name, the initials of which correspond to the official title of the grade. Thus N is known as "Nancy," M as "Mary," K as "Kate," and so on. Now, what would a broker's wife say if she found in his pocket book such notes as "Nancy dull to-day," or "Mary very dear," or "Kate is costing me a lot, but I can't let her go yet"?

News and Methods of Canadian Hardwaremen

Scheme for Increasing Sale of Fishing Tackle—Meeting Mail Order Competition Squarely—Takin Advantage of Local Enthusiasm to Sell Baseball Goods.

BASEBALL GOODS SELLING WELL.

St. John, N.B., June 22.—Considerable impetus has been given this spring to the sale of sporting goods in St. John by reason of the fact that the city is deeply interested in baseball, and because there are a great number of teams of varied degrees of importance, but all tending to promote the sale of sporting goods, directly or indirectly. Local dealers in hardware, in their sporting departments, have featured the various lines of baseball accoutrement, in bats, gloves, balls, etc., and attractive displays have been made to still further increase the sales.

Under the direction of Architect F. N. Brodie, important additions are to be made to the plant of James Pender, Co. nail works, Charlotte street. An addition is to be made to the office building, and in order to arrange for this, the present lower story is to be converted into a shipping room. Another story is to be added, and a separate brick building is to be constructed with concrete foundation for the accomodation of the galvanizing plant, and the space now in use for the latter will be used for new nail machines.

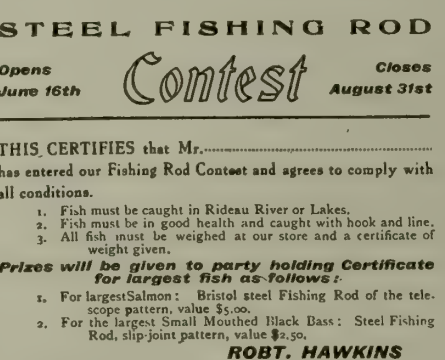
No settlement has as yet been reached in regard to the matter of early closing in the stores each evening at 7 o'clock, and the opposition to the movement is meeting with considerable support. The maiority of the dealers, however, are in favor of the movement, but at a meeting held this week, open defiance to the law was ordered by those who do not take kindly to the idea. As a result of their resolution on this matter, several dealers have been reported to court, and their cases are now pending.

In Fredericton success has greeted the efforts of those interested in the closing of places of business on Thursday of each week during the months of July and August, and an agreement has been signed among the merchants of standing whereby they will close their stores on Thursday afternoons during that time, giving themselves and their clerks a respite from work.

ENCOURAGING SALES OF FISHING TACKLE.

Smith's Falls, Ont.—Robt. Hawkins of this place, has hit upon a fine idea for boosting his sporting goods department. Situated in the midst of the Rideau system, there is a great deal of splendid fishing all around the Smith's Falls district, and there are big possibilities for business in fishing tackle

During the season from 16th June to 31st August, Mr. Hawkins is giving to every person buying fishing tackle in his store, a coupon, showing that he has entered the Steel Fishing Rod Contest, which is open to the residents of



STEEL FISHING ROD

Opens June 16th — Contest — Closes August 31st

THIS CERTIFIES that Mr.....
has entered our Fishing Rod Contest and agrees to comply with all conditions.

1. Fish must be caught in Rideau River or Lakes.
2. Fish must be in good health and caught with hook and line.
3. All fish must be weighed at our store and a certificate of weight given.

Prizes will be given to party holding Certificate for largest fish as follows:

1. For largestSalmon: Bristol steel Fishing Rod of the telescope pattern, value $5.00.
2. For the largest Small Mouthed Black Bass: Steel Fishing Rod, slip-joint pattern, value $2.50.

ROBT. HAWKINS

P. S.—We reserve the right to examine any or all fish.

Coupon Used in Business Promotiug Contest in Smith's Falls.

Smith's Falls and surrounding country. Each contestant is then in the running for two prizes, one of which, valued at $5, Mr. Hawkins is giving for the largest salmon caught in Rideau waters, and the other, valued at $2.50, for the largest small-mouthed black bass.

This contest was first announced as part of a full page advertisement in the Smith's Falls News, June 7th, and the public were asked to watch the advertisement from week to week for results. The coupon used by Mr. Hawkins in this contest is reproduced on this page.

HEAVY DAMAGE IN FIRE.

Swift Current, Sask.—Fire started in the hardware store of the Great Northern Co. at 2.15 on Friday afternoon last and destroyed the building and contents completely. It is understood that a few books and papers only were saved.

For a time cartridges exploded in an almost continuous roar with several large powder explosions. Fortunately the gasoline tanks were buried so deep in the ground that they were not reached.

It is estimated that the loss to the Great Northern Co., will be about $100,000 with half that amount covered by insurance.

The International Lumber Company's yard at the rear also caught fire and damage was done there to the extent of $10,000.

COMPARISON WITH MAIL ORDER PRICES.

West Lorne, Ont.—McKillop & Ferguson, the hardware merchants here, are making a bold stand against the encroachment of the mail order business in their district. They always keep on hand the catalogues of prominent mail order houses, and when customers refer to the low prices at which they can buy by mail, McKillop & Ferguson bring out the catalogue and meet the customer fairly. By following this plan they are generally able to convince prospective buyers that their prices are as good as those of the mail order house, if not better.

In April, after long deliberation, they decided to use their newspaper advertising space to demonstrate the superiority of their values over Eaton's, and, from the number of people who have been convinced by this ad., they are of the opinion that by meeting the mail order question fairly and squarely, confidence in catalogue values would soon be shaken.

The advertisement which put up a strong logical plea for home buying, read as follows:

"IDEAL" WIRE FENCE.

Eaton's prices compared with ours

In the 1911 catalogue issued by the T. Eaton Co., the following prices on woven fence are quoted:

9 wire, 48 ins. high, weight 11 lbs. to rod, 22 ins. stay, price 37c.

9 wire, 48 ins. high, weight 12 lbs. to rod, 16 ins. stay, price 41c.

Our prices on Ideal fence are

9 wire, 51 ins. high, 12 lbs. to rod, 22 ins, stay, price 37c.

9 wire, 51 ins. high, 13.1 lbs. to rod, 16 ins. stay, price 40c.

You should buy from us because

1. We are here to correct any mistakes.
2. We will give you credit for note with interest.
3. Every dollar spent at home helps the town and consequently increases the value of your property,
4. We give a fence 3 ins. higher.
5. We give a fence 1 lb. to the rod heavier.
6. We give you better value for your money.
7. And lastly we give you Ideal fencing, tried and proven to be of good quality. It is made of, (a) No. 9 hard steel wire throughout, (b) of properly galvanized wire, (c) with a lock which has 5 gripping points on the wires, (d) with a lock that will not slip.

McKILLOP & FERGUSON,

Agents for Wagons, Ploughs, Rollers, Buggies, Pumps, Hay-fork Goods, Washing Machines, Ideal Wire Fence, Etc.

Graham Street. West Lorne.

Part of Rice Lewis Building, Toronto, Sold

Company Follow Out Policy Announced in 1908—Old Interests are Paid Out and the Company Now Being Reorganized.

Toronto, June 20.—A deal was closed to-day whereby Rice Lewis & Son sell the leasehold property now occupied by themselves, facing on King street east to Elias Rogers. The property sold is only that portion of the Rice Lewis building at present occupied by the retail store, having a frontage of 40 feet on King Street, and a flankage of 104 feet on Victoria St. In selling this property, Rice Lewis & Son are simply following out the policy adopted after the fire, in the fall of 1908. In Hardware and Metal of December 5th, 1908, this policy was outlined as follows:

"The five storey building (40 x 104 feet) on the corner of King and Victoria Streets, will be sold and the business concentrated in the large building (60 x 150 feet) on Victoria Street, the ground floor of which will be made a retail hardware and sporting goods store with about 160 feet of plate glass window display. Above this will be four floors for offices and wholesale warehouse, with a stock of metals and a storehouse for other goods on Atlantic Avenue, with railway siding connection."

This plan will be followed out implicitly. The company will retain possession of the King street building for a sufficient length of time to enable them to fit up the Victoria street building, and to transfer their retail business.

The new retail store will have fifty per cent. more floor space than the old one. The frontage will be 160 feet.

Company Reorganized.

Another important deal was closed today, by which Messrs. A. E. Gilverson and R. C. Fisher become sole owners of the capital stock of Rice Lewis & Son Co. The old interests have been paid off entirely, and now the entire paid up capital stock of $310,000 is held by the above mentioned gentlemen. The old interests were paid out without creating any company liability or encroaching on the capital stock.

In a few days' time the reorganization of the company will be completed, and the list of new officers will then be announced.

ANNUAL MEETING OF MONTREAL ASSOCIATION.

The annual election of officers of the hardware section. Montreal branch, of the Retail Merchants' Association, took place last week at a meeting which was marked by good feeling and a spirit of unity. The officers for the coming year are as follows:—

Arthur Leger—President.
J. A. Pilon—Vice-president.
Omer Desserre—Second vice-pres.
J. A. Rochette—Treasurer.
A. Raymond—Secretary.
D. Deschamps—Auditor.

Thus, practically all of last year's officers were re-elected, an evidence of the confidence in which they are held by their fellow members, and which they did not fail to acknowledge. A motion of condolence was passed on the proposal of Mr. Raymond in regard to the demise of the late Francois Martineau. The president, Mr. Leger, speaking of what had been accomplished during the past year stated that the membership had been doubled, and that there are now enrolled about 110 members. The wholesale hardware dealers, he said, had replied for the first time to the retailers, and had given their promise not to enter into retail business.

J. A. Beaudry explained the system of receiving news of what wholesalers might do. The informant's name is not divulged, and the infraction of the wholesaler would be looked into when a complaint is registered in good faith. This system has proved successful to the dry goods merchants.

E. N. Cavanagh declared himself in favor of a question box. Mr. Beaudry proposed that the members be asked to study two or three general questions before each meeting. The topics would be mentioned in the letters announcing the meetings. This proposal was adopted and the officers were deputed to select the questions.

Among those present were: A. Leger, A. Raymond, J. H. Gagne, Armand Gravel, Alf. Goyette, Omer Desserre, J. E. Bissonnette, E. N. Cavanagh, Emile Daoust, J. A. Durand, D. Michon and George Reed.

NEW GILLETTE BUILDING.

Montreal, Que.—The Gillette Safety Razor Co., are to build a factory to cost between $150,000 and $200,000, next to their present premises at 63 St. Alexander street. Construction work will be started immediately and it is expected that the new building will be occupied by the first of the year.

The new building will be constructed of reinforced concrete. It will be five storeys in height, with a frontage of 105 feet and a depth of 80 feet. An extension will be built behind, 27 by 40 feet and two storeys high. The exterior will be decorated with trimmings of Missisquoi marble. The doorways and window sash will be metal.

There will be two passenger elevators and two marble and slate stairways. The interior decorations and finishings will be on a very high scale.

CANADIAN VICKERS INCORPORATED.

The formal incorporation of Canadian Vickers, Limited, which is just announced with headquarters in Montreal, follows as a result of the contract being concluded with the Dominion Government for the dry dock at Montreal, while the same concern is a bidder for the construction of the ships of the Canadian navy.

The capitalization is placed at $5,000,000, and the incorporators are Albert Vickers, chairman of Vickers, Limited; Sir Arthur Trevor Dawson, K.B., and Sir Vincent Penlaver Callard, K.B., directors of Vickers, Limited, all of London; Frederick Orr Lewis and James G. Lewis, merchants; Sir Hugh Montagu Allan, K.B., ship owner, and Preble MacIntosh, accountant, of Montreal.

The charter gives the firm the right to carry on steel manufacture in all its branches; to manufacture railway equipment, and carry on a general business as shipbuilders and repairers.

GOES TO SLOCOMB CO.

Edward Blake, jr., manager of the Canadian Tap and Die Co., Galt, Ont., has been made general manager of the J. T. Slocomb Co., Providence, R. I., manufacturers of machinists' tools. He was formerly salesmanager with the Wells Bros. Co., Greenfield, Mass., and had been connected with the Canadian Company for a few months only.

MOVING TO CALGARY.

St. John, N.B.—Definite announcement has been made that the Gordon Nail Works will be moved to Calgary. The machinery will be transferred to the Western city and the construction of the plant there will be commenced at once.

UNIQUE ADVERTISING SOUVENIRS

The Simonds Canada Saw Co., Montreal, are distributing souvenirs which are so unique as to cause plenty of amusement where they are presented. They consist of cigar fans, each of which, is made to look just like a cigar, and they are packed in an attractive cardboard box which is held out to the unsuspecting with the request "Have a Cigar?" The recipient soon discovers that, by pulling out the end of the "cigar," a neat little fan is evolved, and, if he is a baseball enthusiast, he takes it to the bleachers next day, and whiles away the long wait before the game begins.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 52.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Decrease of 1c.
Tin—Drop of 1 cent to 49.

Toronto.

Turpentine.—Declined 2 cents.
Linseed Oil.—Declined 2 cents.

MONTREAL.

Montreal, June 23rd.—"Conditions are excellent" said a prominent metal man this week, and while his own house may be experiencing a better run of business than the others the fact remains that the metal market is apparently on a sound basis as far as the present is concerned. Tin has dropped back to £189 and locally is marked back from 50 to 49 cents. It is not held here that tin is weak, in fact it is rather regarded as firm at the lower price. One thing remains and that is the uncertainty of the future of this metal and what it is likely to do. There is nothing of a feeling that the syndicate have lost the controlling hand although it was expected that such might be the case a short time ago, or at least there was the possibility. Copper is becoming stronger in price and is held more firmly here. Lead also is moving up but at a slower rate. Spelter is holding its own without any excitement.

Pig Iron.—The market conditions mentioned last week still obtain. The break in the clouds over this market has not appeared yet. There is the suggestion of better feeling in the United States but it has not yet reached the material stage. The satisfactory conditions continue in Canada, but the United States competition is still felt. Prices on dock Montreal are:—No. 1 Summerlee, $20.00; Select Summerlee, $19.50; Soft Summerlee, $19.00; No. 3 Cleveland and Clarence $16.50 to $17.00.

Tin.—The local price of tin is down to 49c. following the recession of the primary market. The situation is regarded as being still unsettled and business retains practically the same character as last week.

Copper.—The copper market has been gathering strength of late but it is yet a question to what extent the movement is stable. Prices have advanced in the primary market and while the metal is firmer from a local standpoint the quotation here is unchanged.

Other Metals.—Lead shows a little improvement but is yet rather quiet. Spelter remains unchanged in price and in its market position.

Old Materials.—Old materials are in fair demand but business is featureless. Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, June 23.—A brisk business in nearly all metals on the list is reported by Toronto metal merchants this week. Some firms report that they are busier than at any other time this season. Prices are well maintained, and prospects are for continued firmness.

The tin market during the week has not justified the predictions of some metal experts who thought that the lower prices reported last week indicated that the bottom was falling out of the market. Conditions have so adjusted themselves as to create a "contango" in place of the "backwardation." which has ruled for many weeks past. That is to say, spot tin is now about 10 shillings lower than futures, on the London exchange.

This fact is very significant as showing that prices are not likely to reach any considerably lower plane for some little time to come. The present syndicate have manipulated the market with rare judgment, and have kept things well in hand. Tin is in a remarkably strong position.

The pig iron situation is about the same as at our last report. American furnaces are still unloading foundry iron at ridiculously low prices, and much of it is being taken by Canadian consumers. This naturally has a tendency to retard general buying in decent quantities, and the domestic furnaces and Canadian distributors of Old Country iron, consider themselves lucky to secure orders for such comparatively small lots as two or three hundred tons, where thousand ton lots would be normally specified.

Tin.—From the remarkably strong position occupied by tin throughout the week it is evident that the break in price chronicled in our last report took place simply because the controlling syndicate permitted it, and not because it was forced upon them. Futures still show great strength, and it looks as if high prices would rule on this market for some time to come. The syndicate who engineers the corner in tin have held the situation well in hand, and are now taking their profits on one of the most successful deals in the history of the metal. Both spot and future are strong, and local merchants quote the same prices as last week, 48 to 49 cents per pound.

Antimony.—The sales in this metal are practically negligible. Prices remain stationary.

Copper.—The remarkable activity in the European brass industry helps to maintain a large consumption of copper. Furthermore, there is certainly a feeling among metal men that copper is at present the cheapest metal on the list and is bound to go higher. When it is considered that copper is now only about half the price that it was five years ago, it must be admitted that there is some ground for the present sentiment. The Canadian copper consumers are all taking large quantities of the metal, and the price is firm at the same figures as quoted last week.

Aluminum.—A good business is being done, the ruling price being 19 cents per pound.

Plates and Sheets.—Orders are about normal. The market is somewhat unsteady, on account of the conditions in U.S. Prices, however, are nominally unchanged.

Pig Iron.—The unloading of American foundry iron continues to be a feature of the market. Orders for domestic and British iron are for small quantities only. Prices remain as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Business is very active in imported lead, as the scarcity of domestic lead continues. There has been no change in prices.

Spelter.—In common with copper this metal is feeling the prosperity of the European brass trade. The galvanized sheet manufacturers are also taking the usual quantities, so that the market is very firm at unchanged prices.

Old Materials.—We are still quoting Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; ight copper and bottoms, 9¾c; tea lead, $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

Geo. H. Powell, New York, is in Ottawa. He is the inventor of a double-lever nut-sheller and a number of wrenches, tweezers, etc. He is looking for capital to assist him in establishing a Canadian branch factory.

HARDWARE MARKETS

MONTREAL.

Montreal, June 23.—Trade has been rather quiet this week compared with the rush that was so prominent a short while ago. The holiday broke up the week to a certain extent but the trade realized that historians are always kept busy and the coronation of a British King must be given a prominence worthy of such an event. Hence the hardware trade joined in the festivities which marked the enthronement of King George the 5th and Queen Mary. Montreal's hardware firms were fairly well represented by F. Orr Lewis of Lewis Bros., Wm. Starke of the Starke, Seybold Company, and Frank Ross Newman who were eyewitnesses of the celebration of perhaps the foremost event in 1911.

Referring to business conditions during the week there was a sort of quietness apparent. Contractors' and builders' supplies, harvest tools and one or two other lines are holding their positions firmly but in seasonable lines and several other departments there is not the same briskness that was apparent a short time ago. However, there is confidence that the summer is going to be a good one even though the "dog" days are due about the same time.

Seasonable Lines—Orders for seasonable lines are of the sorting variety, including a great many articles that have been moving well of late. Screen doors, hammocks, verandah sets, and so on comprise the orders now received.

Harvest Tools.—A good demand is felt for harvest tools although there are signs that the most of the trade are fairly well supplied. Orders are coming in freely for tools and parts, with rope quite a feature. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to 82.10 a doz.; scythe snaths, 40 p.c. discount.

Contractors'and Builders' Supplies.—Business in this department shows no abatement and from general reports this end of the hardware demand is well maintained. Building operations are under way with new work being commenced throughout the country. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Household Utensils.—There is a fair sorting demand for household goods. Ice cream freezers have not backed out of limelight yet, and should be good for a certain amount of business through the rest of the summer. Some of the prices quoted are: Food choppers, from $9 to $15 a doz.; ice cream freezers, 1-qt. $1.50; 2-qt., $1.65; 3-qt., $2.05; 4-qt., $2.50; 6-qt., $3.15; 8-qt., $4; coffee percolators, $1.75 to $3.50; washing machines from $3.50 up; wringers, Royal Canadian, $47.75 per doz.; Universal, $37.75 per doz.; Safety, $56.25 less 20 per cent. per doz.; Mrs. Potts' irons, plain, 82½c. per set; nickel-plated, 87½c. per set; common sad irons, 4 to 7 lbs., $5 per cwt.

Lawn and Garden Tools.—Business has not been as brisk in this department as during the past weeks, but there is still a considerable demand. Lawn mowers have not yet ceased to be prominent and are likely to be more or less active throughout the summer. Other lawn necessities are moving freely. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote hose clamp, ½ to ¾-in., 25c a doz.; hose couplings, ½ to ¾-in., $1 a doz.; hose sprinklers, ring patterns, $5.75 a doz.; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz.; hose nozzles, Gem, $3.50 a doz.; reels. 75c each and upwards. The discount offered is 50 and 50 per cent.

TORONTO.

Toronto, June 23.—The past week has been marked by an active demand for all lines of hardware. The records set up during the month of May are being exceeded very considerably in some lines this month.

The shortage in refrigerators continues, and it is reported that it is now impossible to secure any of the cheaper grades. The demand this year for refrigerators has been larger by far in any previous year.

Seasonable Goods.—There has been a heavy call for preserving goods. Preserving kettles, utensils for pitting cherries, jars and sealers have been very much in demand. Other summer lines such as screen doors, awnings, window netting, verandah shades, hammocks, ice cream freezers, garden hose, clamps, couplings, sprinklers, nozzles, lawn mowers, rakes, shears, spades, wheelbarrows, etc., are moving well.

Household Goods.—Everything in this department sells well at this season.

Builders' Hardware.—Building operations are now proceeding briskly and there is, as a result a steady call for builders'hardware and contractors' supplies. It is felt that the present summer will break all records in this respect and all reports indicate that the manufacturers are unusually busy. No price changes are noted.

Heavy Hardware.—The heavier varieties of goods are in strong demand at present. Nails are moving steadily and there is a corresponding call for bolts, nuts and screws. Barb wire, fencing, chain, rope and pulleys are used largely. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods.—The call for gas stoves continues as brisk as ever and some difficulty is experienced in filling orders. The furnace trade is also opening up strong. Building operations have now reached the stage where the installation of heating systems can be started and, as a result, there is a strong movement in the furnace line.

Sporting Goods.—The demand for all lines is now heavy. Baseball and lacrosse supplies are particularly in demand. Canoes, paddles, fishing supplies and other goods used in aquatic sports are also selling briskly now.

John Stark & Co., brokers, have sold the property at No. 62 King Street East, Toronto, belonging to the Toronto Furnace Co., to an English investor, for $45,000. The property has a frontage of 27 feet and was five years ago bought by the Furnace Co. for $18,000.

McMillan Bros., Guelph, have sold their hardware business to Duncan L. Myers, Stratford. The firm henceforth will be known as the Guelph Hardware Co.

It is reported in Smith's Falls that a big merger is on the way, one of the firms concerned being the Perrin Plow and Stove Co., of that place. When Mr. Oliver, the general manager of that company was seen, he admitted that negotiations have been under way but refused to make any definite statement.

Beattie & Frankfurth, Comber, Ont., have considerably enlarged their premises and added furniture and tinsmithing departments.

The tender of W. C. Anthony has been accepted by the Public School Board of Georgetown, for heating and ventilating the school building. A steamheating plant will be installed.

The Western Hardware Market Situation

Extremely Hot Weather Which May Affect Crops—Business in Hardware Still Heavy—Decline in Turpentine and Linseed Oil—Mixed Paints in Good Demand.

Winnipeg, June 23.—The heavy rains of the last two months have been followed during the last week by extremely warm weather with the thermometer registering 90 to 95 degrees in the shade. This is regarded by some to be ideal weather for the growing crop, but at the same time some experts and older business men are sounding a note of warning regarding the reports of bountious crops that are being prophesied. It is understood that the roots of the late sown crops have not taken root as deeply as many would like, and should a severe dry spell visit the west at the present time, it is quite likely that after a while some effect will be noticed in the conditions of the crop.

In spite of the above opinion, however, many well known business firms hold their estimates for the present year at over two hundred million bushels. This will be double the yield of last year. Trade has not been affected, however, in the least, and wholesalers are just as busy as they were a month ago. All summer lines are being called for, and the summer rush may be counted as being at its height. The predicted advance in solder has not taken place, but the market continues strong, and it is expected that the price will go higher in the near future. Seasonable goods, such as lawn mowers, spray and garden-hose are in great demand, and orders are still being received from all parts of the provinces. Threshermen's supplies are also being called for at increasing rate. The holding of a two months' course at the agricultural college bringing in a lot of practical men, some of whom are ordering direct. The demand for screen doors and windows shows no abatement whatever, and they are being used throughout the entire West. Campers are now going out in large numbers, and as a result jobbers report a flourishing business during the week. The market is strong, and no changes have taken place during the week.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light, T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers — Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 9½c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10; 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—I. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers — Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

The long predicted decline in the price of linseed oil has taken place, and a drop of 5c per gal. is reported to-day. This line has been very strong during the spring, in fact this is the first break in five months. Stocks are all of good size, and the demand is still strong. Present quotations are $1.20 for raw linseed, and $1.23 for boiled.

Turpentine.—New prices show considerable reduction, the present quotations being .85 per gal. in wooden barrels f.o.b. Winnipeg. This shows a reduction of .20 cents from the price quoted last week. Some difference prevails in quotations among the different houses, but it is expected that they will all be down to this price before the week is out.

Mixed Paints.—Ready mixed paints for houses and barns, of all colors, appear to be more popular than ever this year, and wholesalers report that an increasing trade is taking place in this line all the time. The demand is general from all over the west, with the exception, perhaps, of Southern Manitoba, where on account of continuous bad crops for the last few years orders have not been as frequent or as large as from the newer provinces. The benefit of using paints is being realized by the farmers who are putting their homesteads into shape.

Paris Green.—There is little new in this line except that the demand still continues active, and stocks are about in the same condition as last week. Quotations are 23c per 1 lb. carton.

Turpentine—In barrels, $1.05; small lots, $1.10.

Methods of Retailing Paints and Varnishes

Stenciling Opens New Fields for Sales

Curtains and Sofa Cushions Improved by Neat Stencil Designs —Stenciling Inside Walls Give Highly Decorative Effects— Dealers Should Encourage Use of Stencils.

Among the many developments which have taken place in the paint industry during the past few years, none is likely to open a wider field for the retail paint dealer than the popularity of stenciling, which has been produced by the widespread advertising of paint manufacturers.

For decorating and beautifying the home, stenciling has almost unlimited possibilities. It is some little time since the stenciling of sofa pillows and curtains first became a fad. It took hold instantly, not only because of the beautiful yet simple decorative effects it made possible, but also because it required some little exercise of ingenuity to produce the effects. The women who took pride in the decoration of their homes began to plume themselves upon their success in stenciling, and, naturally, to awaken the ambition of their neighbors to excel in the same work. The result was an active demand for stencils and stencil materials, which offerred to paint manufacturers another outlet for their products.

Senciling on Inside Walls.

The stenciling idea was so simple and sensible that it spread very rapidly, and out of the stenciling of fabrics developed the stenciling of walls. This made it possible to produce very handsome effects in wall decoration, and, aided by the introduction of various water colors and flat oil paints, to give impetus to the present vogue of dainty and sanitary interior finish produced by flat toned paint with stenciled decorations. By using this style of finish even the ordinary householder can secure interior decorative effects which he could not get in any other way without considerable expense.

It is strange that more dealers do not carry these flat finishes in stock, and thoroughly familiarize themselves with their uses and advantages A dealer who could advise his customers regarding proper color combinations and suitable stencil decorations would soon work up a large and profitable trade, which would spread itself over the whole year. One of the chief advantages of this trade is that it should not be confined to any particular season. House interiors may be decorated at any time of the year.

Still another form of interior painting has been rendered more artistic and interesting by the employment of stencil work. This is the hitherto prosaic drudgery of floor painting.

There is no better way of freshening an old floor than by treating it to a coat of good floor paint, but it cannot be said that the old time method of painting floors offered any great scope for producing artistic effects. Now, however, the stencil has come to its rescue, and has put floor painting among the decorative arts.

It is a very simple matter to tone up a painted floor by the addition of a stenciled border. Many stock designs of stencils would be very suitable for the purpose, and, by protecting the color with a coat of floor varnish, a permanent effect is secured.

The Idea is Contagious.

Once the stenciled floor idea is introduced in a locality it is bound to spread rapidly. Every floor that is finished in this way is seen and admired by many ambitious housewives, who determine to do some of that work themselves. Floor paints and stencil colors will soon be asked for in large quantities.

Some people who possess a certain amount of ingenuity prefer to cut their own stencils from original designs. The great majority, however, are incapable of producing anything that would be at all ornamental, and they must depend upon stock designs for their work.

(Continued on Page 48.)



A BERLIN PAINT WINDOW.

John Fennell & Son, of Berlin, had a paint display in their window a couple of weeks ago which attracted people into the store and produced some good business.

The idea behind the window was to show the different ingredients which compose the line of ready mixed paints carried by this firm. This was accomplished by placing receptacles along the front of the window containing white lead, white zinc, linseed oil, turpentine and japan. A ribbon ran from each of these receptacles to a large tin in the back of the window, which contained prepared paint, this arrangement conveying the idea of the purity of the materials.

The background was a large Union Jack which fitted nicely into the rear of the window. Advertising posters supplied by the manufacturers were utilized around the edges of the window, forming a kind of frame for the display.

A good many hardwaremen are pushing the sale of paints for interior decoration by keeping a supply of stencils on hand, and loaning them to paint buyers. When sending them out, they make a charge for the stencils, but this charge is cancelled, if the stencils are returned in good order. Still others make the sale of stencils a side line, and manage to work up quite a little trade in them.

There is no question that the introduction of stenciling as an aid to interior decoration has given a decided impetus to the paint business, and greatly increased its attractiveness as a proposition for the retail hardwareman. Moreover, it has also increased his opportunities of practically advising his customers once he has himself acquired a knowledge of his goods and become fairly proficient in the theory of color harmonies.

Do Not Allow Paint Stock to Depreciate

The Experience of a New Dealer — Found Old Stock on His Shelves Unsalable — How an Owen Sound Dealer has Worked Up a Good Trade.

The paint department cannot at any season of the year be neglected. It must be watched closely to prevent depreciation of stock. If left on the shelves for indefinite periods, the best of paint will often become thick. In addition, the labels become faded and torn and, as every dealer knows, it is extremely difficult to sell shop worn goods.

A few months ago, a hardware store in Ontario changed hands. The new proprietor took stock, of course, but he did not have the time to do it thoroughly. He looked over the paint stock, which by the way was piled up on an obscure shelf in a dingy rear corner of the store, and valued it according to the amount in hand. That was in March.

When the spring season opened and the demand for paint began, the new proprietor looked his goods over again and found that he had a sorry looking supply on hand. The former owner had neglected the paint department sadly. During the winter months he had kept the tins in a cold spot and had allowed them to become dingy and dusty. The torn and faded labels detracted appreciably from the selling value of the goods. But the new proprietor found this to be the least of his troubles. People who bought paint from him promptly brought the tins back. The paint had thickened at the bottom of the cans and it was practically unusable. In some instances he had to refund the money. After a number of such complaints had been registered, he came to the conclusion that he could not afford to go on selling the paint if he desired to hold any trade at all. Accordingly, he cleaned out the entire paint stock and put in a new supply. He changed his tactics entirely, placing the paint in a prominent position at the front of the store and advertising liberally. The results soon justified him in his change of front, for he worked up a good business and, what was more important at that juncture, satisfied his customers.

The fault originated with the previous owner of the store. By neglecting his goods, he had allowed the paint stock to depreciate to such an extent as to become unsalable. It was not the fault of the manufacturer; for the stock carried was high-class paint. It had probably been carried for years, however, and had been left in extremes of temperature, exposed indifferently to heat and cold.

Care should be taken at all seasons to make sure that the paints are properly stored. It does not do to pile the goods up during the winter in a rear portion of the store where the temperature frequently hovers around the zero mark. It is much wiser in the fall to clear out the stock, at a reduced price if necessary, than to carry a large supply over the winter months and find in the spring that it is impossible to sell any of it.

Progressive Methods.

Aggressive methods were adopted this spring by John A. Thompson, Owen Sound, in working up a business in paints. Formerly a member of the hardware firm of Thompson Bros., Port Elgin, he had spent some time in the West, finally deciding to locate in Owen Sound, where his brother T. I. Thompson is also in business. He bought out the store and stock of Moran and Son., who were leaving for the West.

Mr. Thompson made many changes in the arrangement of the store, introducing new fixtures and generally altering the stock. The paint stock had formerly been displayed on a series of shelves in a rear position. He altered this by moving an assortment to a counter at the very front of the store where it could be seen by everyone entering. Not being satisfied with the size of the stock, Mr. Thompson laid in a larger and more complete assortment, introducing a number of specialties, which found ready sales. These new lines, he pushed aggressively to the front, not wasting a single opportunity to "talk them" to customers.

His efforts were devoted equally, however, to the necessary task of selling off the old stock. This was accomplished by putting the newer stock on the rear of the shelves and working back.

Accumulations of old stock are brought about by the habit so many dealers have of selling the new supplies ahead of the old. This policy will inevitably result in the gradual collection of odds and ends, which become in time quite unpresentable and, consequently, a dead loss. By selling the older stock first, the dealer makes sure that the goods on his shelves are comparatively new and, therefore, bound to give satisfaction.

Mr. Thompson has now cleared out his old stock and has esstablished a splendid paint connection

Regular Inventories.

An annual inventory does for the hardware store, insomuch as little of the stock carried is of a perishable nature. But in the paint department, conditions are different. It is a wise policy to go over the goods regularly. If any damaged tins are found weed them out by holding a clearing sale. It is still more necessary to see that the stock is properly housed to suit weather conditions.

HOLIDAYS A MIXED BLESSING.

The annual holiday season is about to announce itself and as might be expected of a big hearted trade, hardware employes will not be overlooked. But there is one rather disagreeable feature even of holidays which may be expressed in the words of him who believes that you pay the price for everything you get in this world. The employe receives his two weeks and hies himself to the woods or the watering place feeling that it should be two months rather than two weeks. He tries to forget the work at which he has been engaged for the past fifty weeks and which brought him the money he is now "blowing" if he has condescended to favor some fashionable resort with his presence. But when he returns, and, probably before his departure, he is doing the work or part of that which arises from the absence of some other clerk who is at that time on pleasure bent. If this feature could be remedied the summer vacation would be unmarred by thoughts of what is to follow on the return. As it is, this getting back after your two weeks resembles somewhat that which is termed a brown murky taste and an aching head following a night's indulgence in that which should be labelled "handle with care."

M (MAPLE LEAF) L Pure Paints Floorglaze Elastilite Varnish

Justify every claim you can make for them, every effort made to push their sale—because they are trade-winners and trade-holders in every sense. We help you sell them by effective, persistent advertising—and you make good, steady, easily-earned profits.

Write for our attractive proposition to live dealers who want to "ginger up" their paint trade. Address place nearest you.

IMPERIAL VARNISH & COLOR CO., LIMITED

6 to 24 MORSE STREET, TORONTO

524 Beatty Street, Vancouver — 108 Princess Street, Winnipeg



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Manufactured in Toronto by

The Pinchin-Johnson Co. (Canada) Ltd. F17

Established in England—1834 — 377-387 Carlaw Ave., Toronto, Can.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 23.—Steadiness has been perhaps the principal feature of the paint and oil markets this week. There has been little or no changes. Turpentine is steady and linseed oil is down only one cent a gallon. The former appears to be rather firm or at least shows a tendency to resist a further reduction although this apparent resistance may not accomplish much. The demand that was mentioned of late is pretty well maintained and if there was not as heavy a demand as desired a month or so ago, the balance may be made up by a longer and steadier trade.

Linseed Oil.—Oil has been rather steady during the week. The present price is but a cent under the figures that held last week. It is not expected that there will be any material change in the price of this commodity for the present.

Turpentine.—There has been no price change during the week and the opinion prevails that the price has reached such a level that it might be expected to remain there. The present quotation is 80 cents a gallon in barrel lots. Supplies have been liberal and with the price down to its present mark there has been quite a hole cut in the stocks.

Arsenate of Lead.—There is nothing new to refer to in this market. Prices are steady and there is still a fair demand. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles, 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Paris Green.—This article is also being asked for even yet. Stocks are becoming light and the demand which has been heavy at times still shows some life.

Prices are as follows:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17½c.; 50-lb. and 100-lb. drums, 18½c.; 25-lb. and 100-lb. drums, 18½c; 1-lb. packets, 100 lbs. in case, 20½c per lb.; 1-lb. packets, 50 lbs. in case, 20½c per lb.; ½-lb. packets, 100 lbs. in case, 22½c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Putty.—The trade in putty is extensive and is prominent apart from the general orders in which it is usually included.

Existing prices of putty are: Bulk, bbls., $2.20; bulk, cwts., $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—There is no feature to the white lead market excepting a steady tone. White lead is benefiting by reduced prices of turps and oil together with the building activities now in progress.

Prepared Paints.—Orders for prepared paints are not lacking, showing that reorders are coming in from the trade. Delayed work has carried the demand well into the present and there are signs that it is not yet completed.

TORONTO.

Toronto, June 23.—The market still shows an active tone. All lines are moving well, partly as a result of the settled weather conditions and partly due to the low prices now asked for oil and turpentine. Since the downward trend in these commodities began, there has been a gradual improvement in trade conditions.

The feature of the market during the past week has been the decrease in turpentine. The price is 2 cents less than last week, when it was thought that the rock bottom price had been reached. Linseed oil has also shown a decrease of 2 cents.

Linseed Oil.—The price now asked is $1.07 for raw and $1.10 for boiled. The decline is not accepted as any indication of a weakening market. As trade generally falls off some in the warm season during July and August, it is likely that the demand will not be so great and it is, therefore, quite possible that there may be some decline in price during that period. This is rendered doubly probable by the reports of a good crop of flaxseed in the provinces of Manitoba and Saskatchewan. It should be remembered, however, that the harvest in these two provinces will not come before the latter part of September and flaxseed from that source will not be used by the crushers until well on in October.

Turpentine.—The price quoted here this week is 78 cents, the reduction of 2 cents having been put into effect on Saturday. The best information from the Southern States is to the effect that the market seems now to have touched the lowest possible point. The reduction in price brought about during the past month is fully 10 cents per gallon more than was anticipated early in the season. Reports indicate that they are now suffering in the turpentine belt from lack of rain, and this may possibly interfere with the amount of gum secured. Of course, there is a very considerable accumulation of turpentine at the points of shipment. The demand that has sprung up within the last month, however, indicates that the various consumers have now made up their minds that this is a good time to purchase their supplies for fall and winter.

Rosin.—All grades are showing sympathy with the downward trend in turpentine but none have yet come down to the normal price set in past years.

Putty.—The demand is larger than for some time past. Last week established a record for putty sales for this season and orders are still coming in briskly. Prices are unchanged as follows: Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90: bladder, in barrels, $3.

White Lead.—The consumption continues heavy. Outside painting is now in full swing and as a result the call for lead is attaining to highest proportions, this tendency being encouraged by the low quotations for oil and turpentine. Prices remain the same.

Prepared Paints.—Satisfactory demand is reported on all sides. There seems to have been no diminuition in the volume of business since the heaviest part of the spring season. Prices are remaining firm.

Specialties.—All lines are busy. Boating supplies are now in strong demand.

Glass.—There is a large demand for glass at present. Building operations are now reaching the stage where glass is needed. Prices locally remain steady but a firmer tendency is reported on the European markets.

Petroleum.—The demand continues heavy. Prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astral, 15½c.

SELECTING SITE FOR PAINT FACTORY.

Following upon the announcement made in Hardware and Metal last week, that Lowe Bros., of Dayton, Ohio, were making arrangements to enter the Canadian field many rumors have been heard regarding the site which would be chosen for their factory.

One rumor which is probably correct but which Hardware and Metal has been unable to verify up to the time of going to press is to the effect that a location on the east side of Sorauren avenue, a couple of blocks south of the Dundas bridges, is now secured by option, but as this is in a high-class residential neighborhood, opposition may develop that would not permit of the plans being carried out, in which case the firm would most likely locate near the waterfront, east of the Don.

The Sorauren avenue site is well equipped with a C.P.R. siding and would be a good situation. The firm claims that the factory would give no offence in the way of unpleasant odors, in that varnishes, paints and colors can now be manufactured without these undesirable elements, sometimes associated with factories of this kind.

Dependon——Light Hard Oil Finish.

Everlastic——Quick-drying Floor Varnish.

Gold Medal——Inside and Outside Varnish.

—These three varnishes meet all the regular demands of your trade—simplify your varnish stock—increase your varnish profit.

If any part of your house or your customer's house is in need of varnishing, the requirement is met by one of these three B-H Varnish Specialties—Gold Medal, Everlastic, Dependon.

GOLD MEDAL—If the front door, porch, ceiling or bathroom wants brightening, Gold Medal, Inside and Outside Varnish, gives pleasing results with its easy flowing action, and will protect the exposed surface with a durable coating, which will fight the effects of moisture and changing temperature.

DEPENDON—If the furniture, wall, inside door, or any interior work, of either hard or soft wood, is in need of finishing or renovating, Dependon dries free from tack in a few hours, and can be polished, if desired, in twelve, stands hard wear and dries with a brilliant lustre.

EVERLASTIC Quick Drying Floor Varnish has these special qualities. It dries hard and makes a very durable coating. It is elastic and tough. It does not show heel marks nor scratches easily. It dries quickly. Has a fine lustre, and can be walked on the day after application.

These varnishes are sold in beautiful, lithographed gallon, half-gallon, quart, pint, and half-pint cans, imperial measure. The packages make a most attractive store display. Handsome lithographed illustrated signs will accompany your order.

Write for favorable quotations. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	9 50 8 25

BABBIT METAL

Canada Metal Company—Imperial,genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90	
All bright, 52 sheets	3 70		4 00	
Galvanized—	Apollo	D. Crown	Ordinary	
18x24x52	4 45	4 45	4 35	
60	4 70	4 70	4 60	
20x28x80	8 90	8 90	8 70	
"	9 40	9 40	9 20	

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 25

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$49 00	49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor).	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90



BOECKH'S BROOMS

ARE IN DEMAND

The demand all over Canada for them is a result—not an accident. It is the result of a persistent policy of high-class materials and expert workmanship. We use only selected corn in our Brooms. The Brooms are put together in a finished and workmanlike manner. Write for full particulars and prices.

THE BOECKH BROS. COMPANY, Ltd.

TORONTO, CANADA

FACTORIES, 158 TO 168 ADELAIDE ST. WEST — OFFICES, 80 YORK STREET

REGISTERED



HRS&Co
TRADE MARK

Henry Rogers, Sons & Co., Limited

(Established over a Century)

Wolverhampton - - Sheffield

REGISTERED



HRS&Co
TRADE MARK

EVERYTHING IN METALS

Galvanized and Black Sheets, Canada and Tin Plates, Copper, Tin, Lead, Spelter, etc.

Heavy and Shelf Hardware

Chain, Anchors, Wire of every description, Hollow-ware, Poultry Netting, etc.

CANADIAN BRANCH 6 St. Sacrament St., - Montreal

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 80	0 78
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	1 03	1 07
" " boiled	1 06	1 10
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		3 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 30	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 30c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamuton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb.	off.
Nuts, hexagon, all sizes, 4½c per lb	off.
Stove rods, per lb., 5½ to 6c	
Stove Bolts 80.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 26
6 "	"	"		8 86

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths		2 90
10 " " "		3 15
12 " " "		3 68
15 " " "		5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch	per gross	9 00
" " ¾ "	"	10 00
" " ¾ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web		2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in	per 100 lb.	4 50
over 12 in	"	3 50
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

Amatite ROOFING

A Word to the Dealer!

Are you selling the old-fashioned "paint-me-oftenoid" roofing, or are you selling the modern "no-paint" kind called Amatite Roofing? We are spending thousands of dollars every month in advertising to tell the consumers that the day of painted roofings is past and that they can secure at the same price Amatite Roofing *which needs no painting.* ¶ Amatite has a practical, durable mineral surface. Lay it on the roof and it needs no further care. ¶ Every practical user of ready roofings sees the point in a minute. He knows that painting roofs every two or three years is a nuisance and that it costs him money. He knows that he is liable to neglect it, or find when the time comes round that he cannot afford to buy the paint just then, or hasn't the time, and so the roof gets neglected and wears out. ¶ Show him that you have a "no-paint" roofing which costs no more than the old-fashioned kinds and you will get his order. ¶ Amatite is easy to lay, requiring no skilled labor. Nails and cement are supplied free, packed in the centre of the roll. Booklets, samples and other information on request. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

They Stand The Weather Test!

Ability to withstand wide variations of temperature is a first consideration with the building papers and roofings you handle. In this respect our

"Ready" Roofing and "Black Diamond" Tarred Felt and "Cyclone" and "Joliette" Building Papers

are well worthy of your recommendation, and they are, moreover, profitable lines to handle. They can be laid by any ordinary workman, and never fail to give the fullest satisfaction to your customer. We also make a full line of Wrapping Papers.

Western Agent—F. J. COX, Winnipeg.

Alex. McArthur & Co., Ltd.
82 McGill St., Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

HEINISCH TINNER SNIPS

The "VULCAN"



Cut illustrates the famous "Vulcan" shear, specially designed for cutting curves, all irregular shapes, cornice work, small circles down to 3 inches diameter. The great care taken in selection of materials and the knowledge of correct tempering gained in our 85 years' experience making shears have contributed to make the "Heinisch" shear the standard of the world Sold by all jobbers.

TAILORS' SHEARS

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TRIMMERS SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 85	4 10
" " 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1½—1¾ inch	2 70
2—2½ inch	2 60
2½—2¾ inch	2 45
3—3½ inch	2 40
3½—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 in. h and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅞ and upwards, 9c.; under ⅞, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	" 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6* feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 55

SASH CORD.

No. 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Cbokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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comes to a little lull in his spring sowing why not turn his thoughts gently to a money-making line for yourself, and a barn protecting line for him? Look at the cards of

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Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co , Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co , St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Lampblack
The L. Martin Co , New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co. Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

Razors.
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
Berry Bros., Limited, Walkerville, Ont.
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.



Spring window used by Chas. C. Lee, Goderich, Ont., Can., featuring S W.P.

Drawing Trade to the Store

Attractive window displays are the best advertisement for your store. Observation has proved to us that merchants who give closest attention to keeping their windows attractive are the real business-getters. They are the ones who are constantly adding new departments and making their stores the live shopping centres.

Strong window displays have always been made one of the most important features of the Sherwin-Williams spring and fall campaigns. These displays are carefully designed by experts who make this work their special study. Force, simplicity and attractiveness must characterize each display. The result is that by making proper use of them the S-W Agent quickly establishes himself as the leading paint and varnish dealer of the town. His windows arrest attention and people do not easily forget that store as the place where Sherwin-Williams Paints, Varnishes and Brighten Up Finishes are sold.

An exclusive Agency for a well-known, high-grade brand of merchandise is invaluable. Sherwin-Williams Paints and Varnishes are known to every one and their reputation for excellence is universal. This combination of undisputed quality, good advertising and intimate co-operation with each S-W Agency is a substantial, profitable business proposition. If there is yet no S-W Agency in your town, better apply for it before someone else does.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

BUSINESS CHANCES

FOR SALE — Department store in good Alberta town. Stock $25,000; yearly turnover $100,000. Address Box 1226, Calgary. (25)

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE — Old established hardware and coal business. Or, one of present proprietors would take partner with some capital. Box 204, Iroquois, Ontario. (27)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE—An excellent Hardware Business in Alberta, Canada, will stand the closest investigation by anyone who is looking for an established up-to-date business with a future. Satisfactory reasons for selling. Recent inventory shows: Stock of Hardware and Farm Implements, $12,000; Fixtures, $1,500; Turnover, $41,000; Gross Profits, $11,000. Will sell or lease premises. Address P.O. Box 549, Edmonton, Alberta. (25)

ARTICLES FOR SALE

FOR Sale, set of tin shop tools in good condition, at low price, McCAGUE & WATSON, Stayner, Ontario. (27)

PATTERN DRAWING

A CHEAP, PRACTICAL and Complete Home Study Course on Sheet Metal Pattern Drafting, Estimating and Construction. Send for particulars to THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (21tf)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY If you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto

SALES OPPORTUNITY.

DIRECTOR of large hardware manufacturing firm, leaving shortly on protracted selling tour through Canadian West, is open to carry kindred lines. References exchanged. Principals only. Address Box 520, HARDWARE AND METAL, Toronto. (25)

SITUATIONS WANTED

EXPERIENCED hardware and stove traveler, with first-class connections throughout the Northwest, is desirous of securing situation as traveler for hardware, stoves or miscellaneous lines. P. O. Box 442, Edmonton, Alberta. (25)

EXPERIENCED hardware clerk (married) desires position, either wholesale or retail; nine years' experience, 4 years in business, good connections, A-1 references. Apply Box 7, Hensall, Ont. (27)

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Hardware clerk, experienced, good stock keeper. Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

TRAVELLER, now employed with connection in Western Ontario, desires change, and to associate himself with firm of jobbers or specialty house. Box 518, HARDWARE & METAL, Toronto. (25)

WANTED—Two good hardware men familiar with shelf goods, for putting up orders in wholesale house. Apply stating experience and salary required. Box 519, HARDWARE & METAL, Toronto. (26)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

FOREMAN WANTED — A capable man to take charge of our Mounting, Plating and Steel Range Departments. Apply, stating references and experience, to THE ENTERPRISE FOUNDRY CO., Sackville, N.B.; or on June 24, 26, 27, to W. S. FISHER, King Edward Hotel, Toronto. (25)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

TRY A CONDENSED AD.

IN THIS PAPER.

NEU-TONE



A PAYING PROPOSITION

It pays, brother, when you can make a friend of everybody that comes into your store. And it is not so hard to do, either.

Take for instance, the paint proposition. If a man comes into your store, and you make a lot of promises that the paint doesn't fulfill — that man will not remain your friend many days.

When you lose him — well — you will lose many more. But on the contrary, if the paint "*makes good*" you make a fast friend and gain a lot of more customers.

NEU-TONE COLORS

(Washable — Sanitary)

Please Everybody — Dealer, Decorator and House-Owner

It pleases the dealer because it is a paying proposition — carrying with each sale the twang of a come-back order. It pleases the decorator because it enables him to give his work a "*style*" that triumphantly asserts itself.

It pleases the house-owner because with it, the house can be finished in the soft, restful, "flat" tints and rich colors of kalsomine. Dust, grease and smoke stains easily removed with a damp cloth. Think of it. It pays to sell this kind of paint, Mr. Dealer. Drop us a postal and we will tell you a few more things you will be glad to hear about this *paying proposition.*

THE MARTIN-SENOUR CO., Limited

Montreal Chicago Halifax Toronto Winnipeg

ROME WAS NOT BUILT IN A DAY

Neither are DOUGALL VARNISHES made in such a short space of time. Each process is carefully watched and nothing is spared in producing a varnish which is well nigh perfect.

QUALITY COUNTS

You know it, your customers know it and WE KNOW IT.

There are many varnishes on the market, some of them are more or less good; some are indifferent; some are distinctly bad.

With DOUGALL VARNISHES you take no chances. There is no varnish made which can compare with it in quality, appearance and durability.

On receipt of a card we will send you a booklet on varnishes which every Hardware Dealer should possess—It's free.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. **J. S. N. DOUGALL, President**

MONTREAL - CANADA

Associated with Murphy Varnish Co., U.S.A.

A Dollar Talk

On Paint Oil Storage.

How much oil is:

Soaked up in the floor?

Smeared over the measures and funnels?

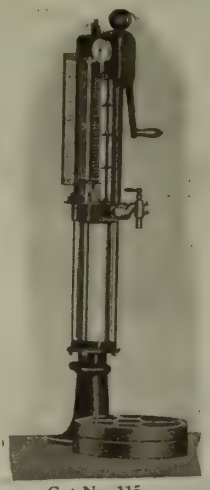
Absorbed by the barrel?

Wasted by over-measure and spillage?

Spoiled by evaporation?

How much is your fire hazard increased?

The answer to these questions shows why it is profitable to buy a



Cut No. 115.

BOWSER STORAGE SYSTEM

The pump measures the oil accurately, counts the gallons and computes the charge.
No Measures nor Funnels.
The steel tanks are air-tight and fire-proof.
No danger from fire. No loss from waste.

The Bowser Buys Itself
Ask for Book No. 1N.

S. F. Bowser & Company, Limited

66-68 Fraser Avenue, TORONTO, ONT.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England
Or--GEO. H. SAYWELL, SASKATOON

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish,* on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equals *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 27



The best varnish advertising you can put inside your store is this Berry Label.

It is the one label that the buying public KNOWS at sight.

It is the one that looms large in the pages of the leading magazines.

Wherever we advertise the varnish we show the label.

It has a trade-mark value that makes every Berry Can on any dealer's shelves a quick index to the high-quality standard of the store.

You can't put any better advertising than that in your store.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE MARK **LIQUID GRANITE**
For finishing floors in the most durable manner possible.

WOOD FINISH **LUXEBERRY**
For the finest rubbed or polished finish on interior wood-work.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

L M & C

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

The Public Knows

THE public knows what it wants and asks for the merchandise it knows. It knows Pratt & Lambert Varnishes better than any others. It has been made to know, so that P. & L. Dealers might sell more and make more profit.

Are you getting yours?

Be a P. & L. Dealer.
There's money in it.

Benjamin Busy

PRATT & LAMBERT-Inc.

VARNISH MAKERS 62 YEARS
24 COURTWRIGHT STREET, BRIDGEBURG, CAN.
FACTORIES:
BRIDGEBURG, CANADA
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Moore's Impervo Finishes



A line of high-grade varnishes for various purposes.

Spar Varnish for Marine Work. **Elastic Floor Varnish for Floors.**
Fine Rubbing Varnish for Rubbing and Polishing, etc.

Moore's Impervo Finishes are a line of high-grade Varnishes made especially to suit the requirements of the critical painter and wood finisher.

We assure the trade that in the manufacture and sale of our Impervo Varnish line we shall adhere strictly to our well-known policy of producing the very best goods and selling them at reasonable prices, eliminating all unnecessary expense in the manufacture and marketing of our products, in order that they may reach the consumer at the lowest possible price consistent with quality.

Send along for details to-day.

BENJAMIN MOORE & CO., Limited

NEW YORK · WEST TORONTO · CLEVELAND, CHICAGO

SOME OTHER LEADING LINES ARE

MOORE'S FLOOR PAINT, MURESCO, SANI-FLAT, TILE-LIKE, HOUSE COLORS, MOORAMEL

Write for color cards and prices.

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "'LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgebury, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada.	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada.	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively



This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

NEW ERA PAINT

Dealers who sell only the BEST, find New Era Paint a rapid seller, affording a reasonably large profit, and making permanent customers.

Wherever it is used it wins the complete approval of the user.

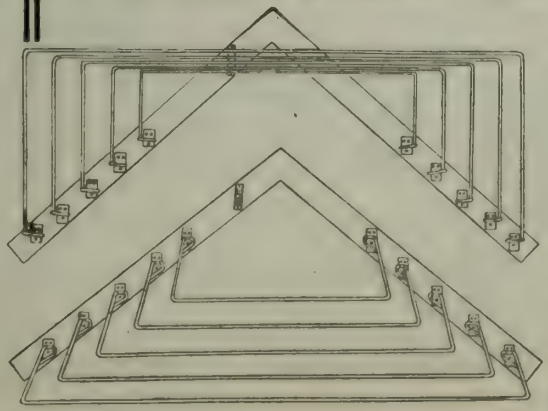
New Era Paint will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any high priced paint you can buy.

Write to-day

Standard Paint & Varnish Works Co.

WINDSOR LIMITED ONTARIO

A CONVENIENT CLOTHES RACK



This High-grade rack can be fastened to the wall near a stove or range.

When closed it projects only 1 1-2 in. When extended, and all the bails are down, it stands out only 14 ins. from the wall and has a drying space of 19 feet.

Each bail can be lowered separately without interfering with the others.

The sides of the rack a e made of hardwood—the bails of galvanized steel, bent so as to be self supporting when in use.

The price of the rack is $1.25 retail, manufacturers' price $9.00 per doz.

This is a sure seller. Order from your wholesaler or direct from us.

Modern Machinery Co.
SARNIA, ONT.



A Dealer is Known by the Goods he Handles

A new customer buying a DELTA FILE at your store becomes a regular customer; he judges the rest of your stock by the reputation and the satisfaction given by the DELTA FILES.

Don't lose a good customer because you can't supply a DELTA.

The DELTA is made from the best English Steel with specially constructed teeth, providing added strength at its weakest point.

TRADE MARK DELTA

Delta File Works, Philadelphia, Pa.

Canadian Selling Agents—H. S. Howland, Sons & Co., Toronto; Stark-Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

FILES OF QUALITY

TELEGRAMS: "BIGSBY, MITCHAM." (Established 1840) CODE: A B C—5th EDITION

W. T. BIGSBY & SONS, MITCHAM, LONDON

MANUFACTURERS OF

OIL AND SPIRIT VARNISHES, JAPANS, LACQUERS, PAINTS, ENAMELS AND TURPENTINE SUBSTITUTE

FOR THE USE OF

Railway Companies, Shipbuilders, Electrical and other Engineers, Coachbuilders, Makers of Bodies for Vehicles of all Kinds, Builders, House Painters, Ironmongers, Oil and Colourmen, Cabinet and Furniture Makers, Tin-Plate Printers, etc., etc.

LITHOGRAPHIC and LETTERPRESS PRINTING INKS

For Newspapers, Magazines, Advertisement Posters, Art Calendars and Other High-Class Work, Tin-Plate and Cardbord Printers, etc.

Our Agents in Quebec and Ontario are: THE MOUNT ROYAL COLOR & VARNISH CO., 193 Dorchester St. East, Montreal.
For British Columbia—AMES BROS., Box 355, Vancouver, B.C.
Saskatchewan, Alberta, Assiniboia and Manitoba—G. H. SAYWELL, Saskatoon.

Mr. Saywell will shortly be calling on you to fix up Agencies



Convenience

is what up-to-date dealers want

Cash and Package

PERFECT CARRIER SYSTEMS

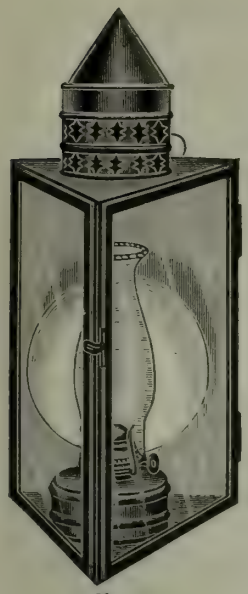
Don't allow your customers to wait while you walk some distance to make change. **Some** will always walk out, and consequently you lose their trade.

Our Cash and Package Carriers are simple, durable and decorative and put life into your store.

They are easily installed and give quicker service.

HAMILTON BRASS MFG. CO., Limited, Hamilton, Ont.

MONTREAL OFFICE---327 Craig St. W.



No. 3

No. 3
Triangular Station Lamp

Fitted with Large Burner and Silvered Glass Reflector. Can be screwed or hung on wall. Doors on both sides. Glasses can be withdrawn, and colored panes inserted if desired. Nicely Japanned and Ornamented. Chimneys not supplied unless ordered.

No. 2
Square Station Lamp

Height 18 inches, Size 11 x 8½ inches. Can be screwed or hung on wall. Glasses are removable. Fitted with Large Burner and Bright Tin Reflecting Back. Door in Front. Nicely Japanned and Ornamented. Chimneys not supplied unless ordered.



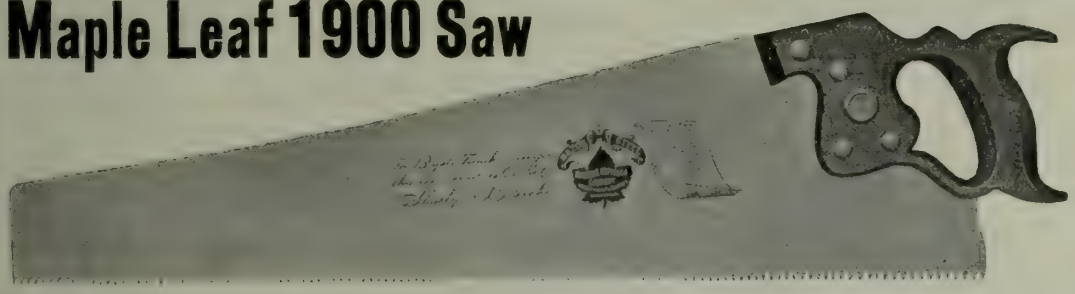
No. 2

MANUFACTURED BY

E. T. WRIGHT & CO., Hamilton, Canada
(H. G WRIGHT)

Winnipeg agents, W. Reynolds & Co., Winnipeg, Man; Toronto agent, F. B. Wilson, 33 Maitland St, Toronto, Ont.; Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.

Maple Leaf 1900 Saw



MADE IN HAND, RIP AND PANEL—HOLLOW OR STRAIGHT BACK.

Are you handling the **"Maple Leaf" HAND SAWS?** the line with quality as the first consideration and that shows you the margin of profit you should get.

If not, we can offer you a proposition second to none—one that will appeal to you as a good business man. We have prepared special advertising features for the spring trade that every hardware man in Canada may have the advantage of. This advertising is done direct to the carpenter on our **1900, 100** and **"Narrow Point" Hand Saws.** We are packing the 1900 and 100 in separate canvas bags and have adopted a retail price which is stencilled on each bag.

We will be glad to supply you with full particulars.

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO ***VANCOUVER, B.C.***

A Wonderful Long Range Pistol

The "Bayard" Self Loading Pistol .38 Calibre

Maximum Range 1,700 Feet



Penetration 6 Pine Boards at 50 Yards

Adopted by Spanish Army

Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inches; weight, 2 1/5 lbs.; initial velocity of bullet, 1,181 feet. The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed. Fine blued finish, packed in neat leatherette case.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

PERFORATED METALS
GENUINE ANTIQUE
BRONZE FLY SCREEN CLOTH

Canada Wire Goods Mfg. Co.
HAMILTON, ONT.



The EUREKA

is the best tool for digging post holes any size. Also for sinking posts heaved by frost. It cuts off roots—lifts out stones, etc.—works in sand, clay, gravel or muck. If your jobber will not supply them, write us.

We also make Wire Stretchers for building Wire Fences, Drive Well Points, Drive Caps, Shoes, Cylinders and Pumps.

Otterville Mfg. Co., Limited
OTTERVILLE, - ONTARIO

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

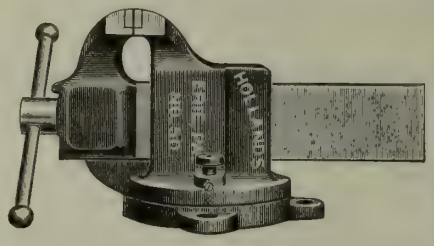
MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

HOLLANDS VISES

Have been satisfactory to the trade for a quarter of a century. They are unsurpassed for quality of design, finish and strength.

WRITE FOR CATALOGUE

HOLLANDS MFG. CO.
ERIE, PA.



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTRAL

WIRE NAILS

We have the latest machinery and every facility for producing best quality wire nails with perfect heads and points. Special care is taken in the drawing to obtain a regular gauge. Our Wire Nails are guaranteed full weight. Other lines we make and recommend are:

Annealed Wire and Wire Bale Ties Very Soft and Pliable. Extra Strong
GET OUR PRICES.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

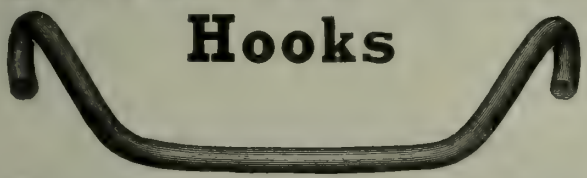
We carry the largest assortment in Canada of

BRASS ROD BRASS TUBING SHEET BRASS

and can make prompt deliveries from stock.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Galvanized Fence Hooks



For fastening wooden pickets ¾ x 1¾ on wire fences. Prompt shipment. Our hooks are perfectly made and hence no waste. Also, tools for applying. Also, wire locks and wire stays and tools for same.

The Page Wire Fence Co., Limited
WALKERVILLE, ONT.

BRANCHES: Toronto, Cor. King St. W. and Atlantic Ave.; Montreal 505-517 Notre Dame St. West; St. John, N.B., 37 Dock St.

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs. England**

WOOD SCREWS



The 20th Century
Patent Socket Head Screws Drive Easier, Drive Quicker, Never Slip Driver.
Send us an order and give them a trial.
RIVETS, BURRS, WASHERS

SEND FOR CATALOGUE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

WALL PLASTER

THE "EMPIRE" BRANDS MANUFACTURED ONLY BY

The Manitoba Gypsum Co.
LIMITED
Winnipeg, Manitoba

POTATO BUGS

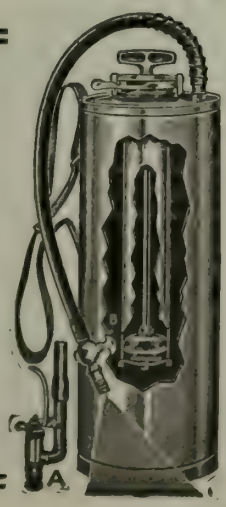
Farmers HAVE TO spray their Potatoes for the Bug. Our

Improved Automatic Compressed Air Sprayer

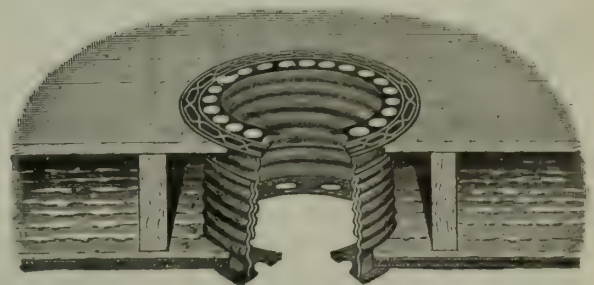
considering the price at which we sell it, is by long odds the simplest and best hand Machine for the purpose now on the market. Potato Bug season is on now. Every Farmer and every man with a garden is interested.

You should have Sprayers in Stock
Write us for Special Terms

CAVERS BROS.
Manufacturers
GALT .:. .:. ONT.



O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

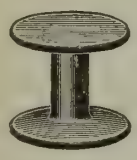
BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.



FLOOR SPRINGS.

The Best Door Closer is

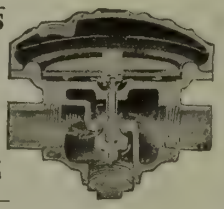
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GAS CONTROLLERS.

WRITE FOR NEW PRICES ON GAS CONTROLLERS
Canadian Gas Users' Association
633-635 Queen Street W.
TORONTO
Eastern Repre.—J. S. Mullen 1749 Park Ave., Montreal, Que.
Western Repre.—The Moffat Stove Co., Ltd., 248 Princess Street, Winnipeg, Man.



IRON AND STEEL.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

LAMP BLACK.

L. MARTIN COMPANY
The world's largest manufacturers of
Lampblacks
62 years' reputation behind every package.
See our quarter-page advertisement appearing every alternate issue of "Hardware & Metal."
New York Philadelphia Cincinnati London, Eng.

LAWN ROLLERS.

Lawn Rollers



Write the Manufacturers
JAMES & REID
PERTH :: ONT.
We have latest patterns.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

MOOSE JAW
Whitlock & Marlatt
Distributing and Forwarding Agents
Warehouse on C.P.R. spur track
PROMPTNESS and SATISFACTION GUARANTEED
Business Solicited.

JAS. BISSET & CO.
MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.

Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

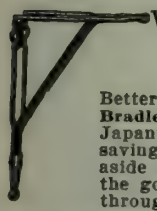
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SPRAYERS.

"Sprayers"

Our 1911 Sprayers are better than ever, four different kinds this year, to suit all tastes and purposes. You ought to see our new whirlwind or continuous sprayer, it's a comer. A post card will bring a catalogue. **Manufactured by**

THE COLLINS MFG. CO. - TORONTO

STANCHIONS

O K CANADIAN U BAR STEEL

Stanchions and Stalls

are guaranteed not to let the cattle loose, and are absolutely sanitary.

Canadian Potato Machinery Co., Limited

208 Stone Road - - Galt, Ont.

TIMBER JACKS.

TREWHELLA BROS.

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, expeditious. A necessary tool for every farmer.

TREWHELLA BROS.
9 Alma Street, Smethwick, Birmingham, Eng., and Trentham, Victoria, Aust.

TOOL HOLDERS.



ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUAL A DOZEN FORGED TOOLS.



TRUCKS



Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited,
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

CLOTHES WRINGERS.

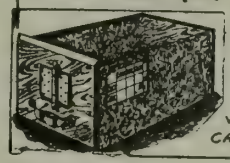
The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROWS

Agents { Assolin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

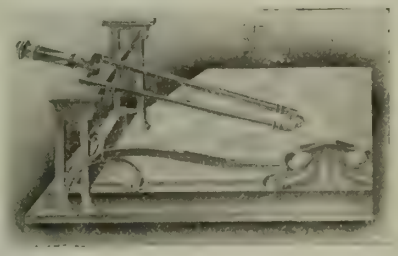
Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



CHARLES LINDSAY

Rumford Works, 33 Great Hamilton Street
GLASGOW, SCOTLAND

Manufacturer of all classes Brass and Copper Kerbs, Fire Irons, Coal Vases, Interior Grates, Etc., Etc. ***Write for Catalogue***

Canadian Representative---**H. L. SOPER**
Post Office Box 1975 - - - WINNIPEG

The INFALLIBLE GLAZIER'S DIAMOND.

Just the Tool for Inexperienced Glass Cutters



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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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DO NOT HESITATE about keeping our high grade silver-plated forks in stock. JUMBO FORKS are QUICK SELLERS and will ALWAYS PLEASE YOUR CUSTOMERS JUMBO FORKS will greatly increase your trade.

The "JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.

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Niagara Falls, Ontario.

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

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Champion High-Speed Washer



make it a winner against all competition Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

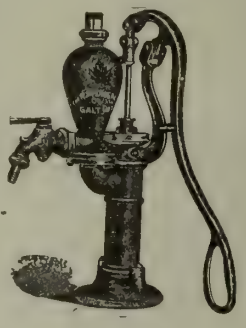
It pays to link up your store with such successes as the CHAMPION.

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We are looking for the pump dealer who knows that selling good pumps pays in good-will.

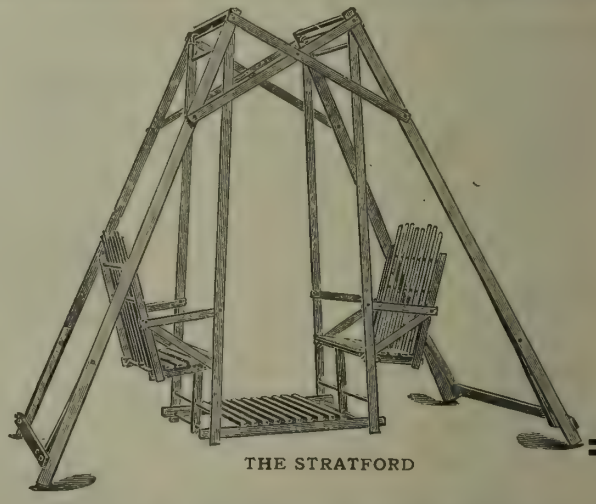
McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write

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SAFE AND STRONG

A most seasonable line for your spring selling, and one which gives great satisfaction and pleasure, the

Stratford Swing

It is made from good, well-seasoned lumber, stands eight feet high and is strongly nailed and bolted. The footrest can be placed level with the seat, thus forming a bed or hammock. Body finished in vermilion and swinging part is natural wood well varnished.

An attractive line that sells at a reasonable price.

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Manufacturers of Ladders and Lawn Swings, etc.

BANNER COLD BLAST LANTERN

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THE "SUPER-SUPERIOR"

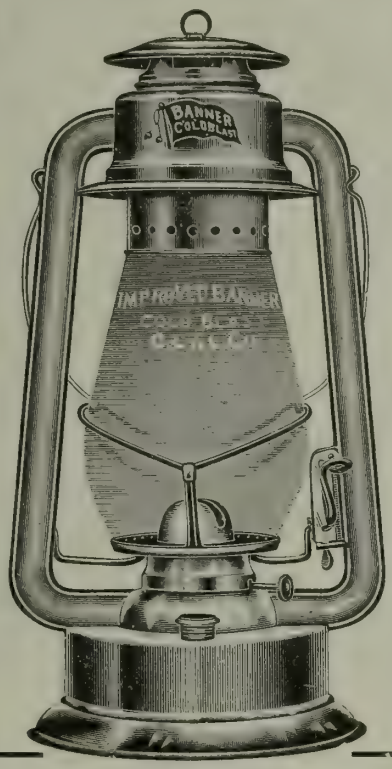
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PATENT LIFT LOCK HEAVILY REINFORCED

SUPERIOR FINISH



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Manufactured by

Ontario Lantern & Lamp Co., Limited

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A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

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Factory: ***ST. CATHARINES, ONT.***

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

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Bars, Hoops, Angles, Beams, Channels, etc.
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Tinplates Canada Plates

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Uniformity of Quality
Prompt Delivery
Adaptability
Standard Weight

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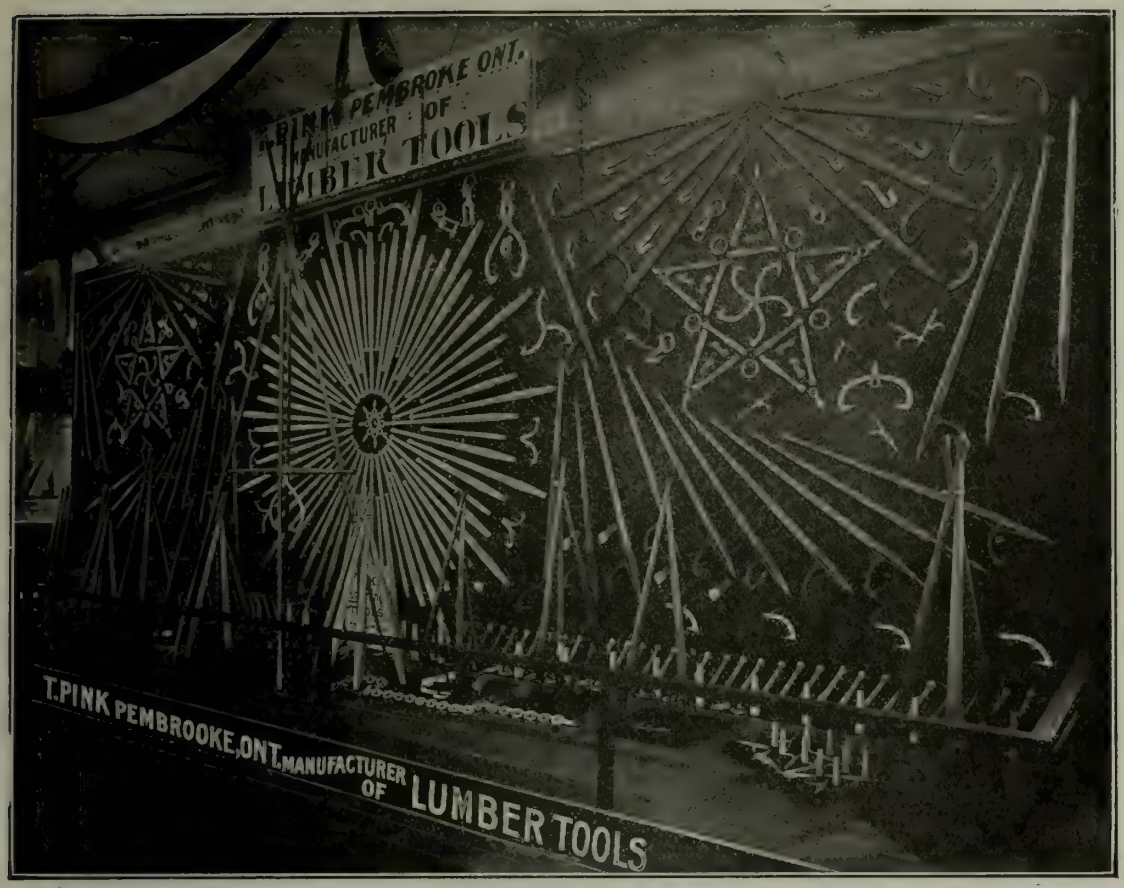
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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

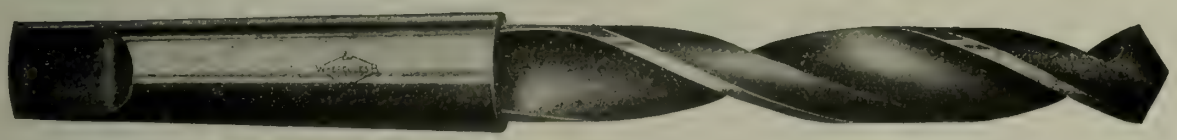
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Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness.

Trade Mark

It will give an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

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Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

We Carry the Largest and Most Complete Line of Twist Drills in Canada, and Make Instant Shipment.

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We offer the ambitious merchant the most profitable. Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

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We make Hand, Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.

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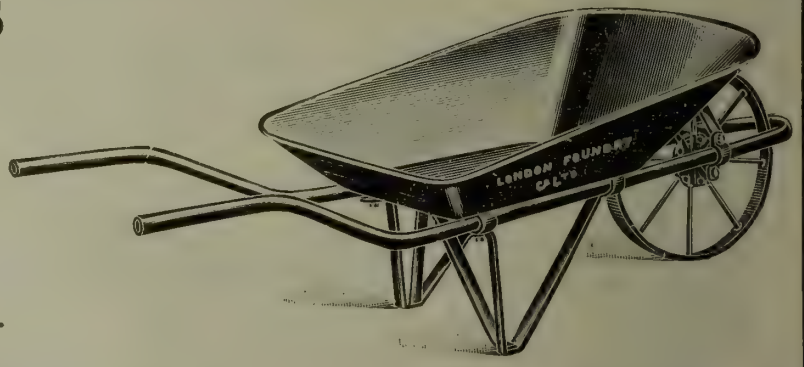
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Have the Agency in Your Town for the Simonds "Crescent Ground" Cross-Cut Saws

It will mean a good seller for you. The Saws can be purchased through your jobber or from any of our offices. Good profit and quick sales. You are at liberty to guarantee Simonds "Crescent Ground" Cross-Cut Saws to cut 10 per cent. more timber, same time and labor being used, than any other Cross-Cut Saw in the world.

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Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

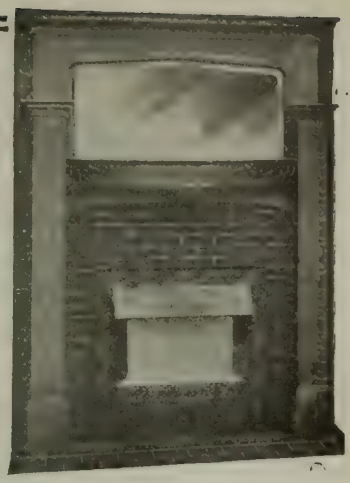
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

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is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

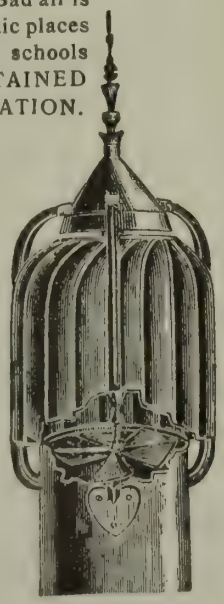
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Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 19th Ave.



Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

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Canadian Cadets Win With "ROSS" Rifles

Cables advise that "ROSS" Rifles are again proving their merit at Bisley.

"ROSS" Sporting Rifles have all the accuracy of the Military Arm plus an ideal balance and a "chic" which sportsmen appreciate.

GET PRICES AND DISCOUNTS AT ONCE

The Ross Rifle Co., Quebec, P.Q.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

AYLMER DROP LEVER PLAT-FORM SCALE



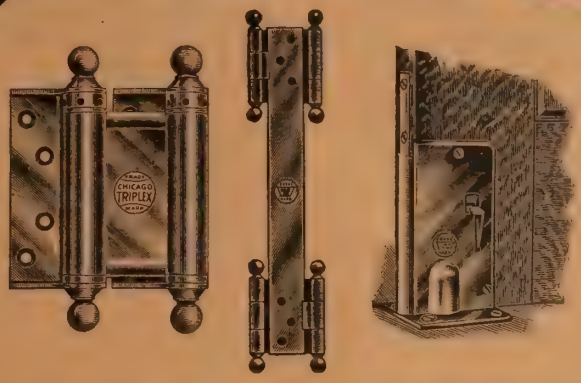
Made in four sizes, 1200 to 2500 lbs. capacity.

These scales are compact, strong and well finished and have Jessop's finest Tool Steel Bearings throughout. They are absolutely correct and fully guaranteed.

Write for our Special Prices to the Trade

The Aylmer Pump & Scale Co., Limited
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CHICAGO SPRING BUTTS



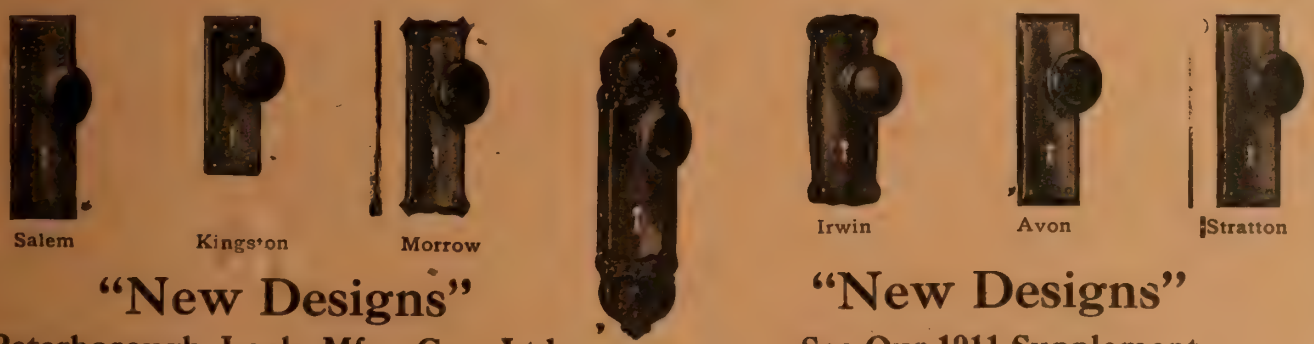
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

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PETERBOROUGH ONTARIO

"New Designs"

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are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

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G. & H. Barnett Co.

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Twelve Medals



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"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

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CASTOR OIL

Pharmaceutical, Firsts, Seconds

SOYA BEAN OIL

Crude and Refined

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MONTREAL

The Big Selling Tool Grinder for Farm and Shop

No price-cutting competition on this patented grinder. The retail price is established and maintained. Equipped with genuine Carborundum wheels and pays for itself by saving time and tools, and makes all work easier. Liberal profits, big seller to farmers, shops, mechanics, carpenters, contractors, etc.



Farm Special Outfit

LUTHER TOOL GRINDERS



Mechanics' Special Outfit for Carpenters, Mechanics, Contractors, Etc.

25 times faster than Grindstones
6 times faster than Emery Wheels

No need of cooling with water, no danger of drawing temper from tools. Built like a high-grade lathe, hand and foot power.

35 Styles, with Attachments

A style for every use—special attachments enable inexperienced persons to sharpen chisels, twist drills, discs, saws, etc.

Our special sales method gets quick action for the dealer—quick sales and liberal profits. Write for full information to-day.

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VOL. XX II. PUBLICATION OFFICE: TORONTO, JULY 1, 1911 NO. 26

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale by Leading Wholesale Houses.

"Southern Cross"

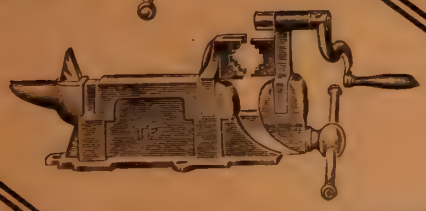
BLACK SHEETS

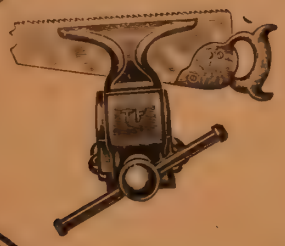
The favorite with range makers and others requiring a nice finish sheet.

John Lysaght, Limited
Makers
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COMBINATION ANVIL AND VISE

All parts are made from selected materials, specially tempered.

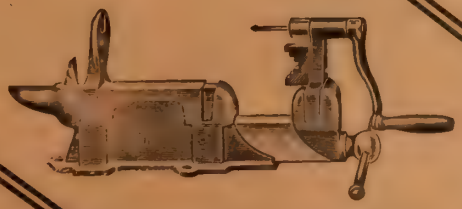
The extra parts are easily put on and taken off. There are no bolts or screws to get lost or become rusty.

This combination cannot be equalled for quick sales and reasonably large profits. It needs but a display to make sales.

Write for Price List

No workshop is complete without a TAYLOR-FORBES No. 20 Vise. It combines all the advantages of Five Tools for the price of one and is a great time and labor saver of unexcelled quality.

By the use of its different combinations you have an anvil, a combination anvil and vise, a drill press, a saw clamp and a pipe vise—a repair shop in itself.





Taylor-Forbes, Co., Ltd.

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The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

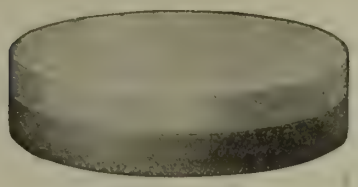
But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

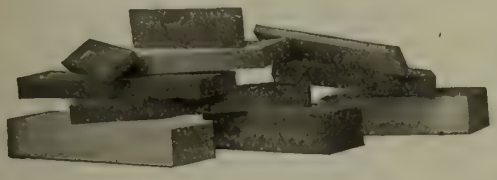
The Western Clock Mfg. Co.,

La Salle, Illinois.

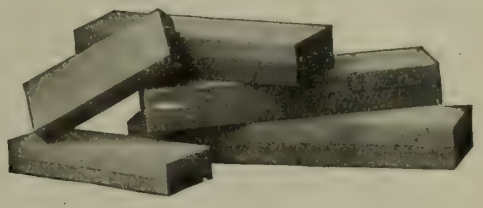


Carborundum Sharpening Stones

Never stay long on the shelves—they sell too fast—the demand is too great. Every dealer wants a stock that keeps moving. Carborundum Sharpening Stones are made to meet every sharpening need from the kitchen to the work bench – from the factory to the farm —they all give a tool a better edge in less time, last longer and do not glaze over. Made from Carborundum—and there isn't anything that is so hard, so sharpening or fast cutting.



The complete Carborundum line, including stones, hones, strops, scythe stones, knife sharpeners and Carborundum paper and cloth, etc., is described in the special catalog. Ask about our free display case offer, discounts, window displays and other trade helps.



THE CARBORUNDUM COMPANY

NIAGARA FALLS, N.Y., U.S.A.

Cable Address: Carborundum. Lieber's Code Preferred.

Have You Seen These

New "Yankee" Tools?

No. 1530 Hand Drill for holes up to 3-16 in.

Takes round shank drills. Has the famous Automatic Double Ratchet movement the same as our other "Yankee" geared Drills, so helpful in many ways especially at close quarters where only part turn of crank can be obtained. The wood Handle has magazine for drill points. A fine tool for metal workers, amateur mechanics, etc.

No. 130 Quick Return

Same tool as the No. 30 but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

No. 75 Push Brace

Bores holes up to ⅜ inches in hard woods and ⅝ inches in white pine, quicker and easier than a Bit Brace. Drives and draws screws—takes all the small tools and works in close quarters where a Bit Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver.



They are catching the Mechanics.
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

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ON GOOD

Washers, Wringers and Churns

ARROW BRAND

YOU'LL SEE THEM AT THE BUSY STORES



They're Trade Winners. No other line begins to equal them for Quality, Distinctiveness, Finish or Salability.

THEY MEAN PROFIT TO DEALER AND SATISFACTION TO USER

Eastern Agents, W. L. Haldimand & Son, Montreal, Que.

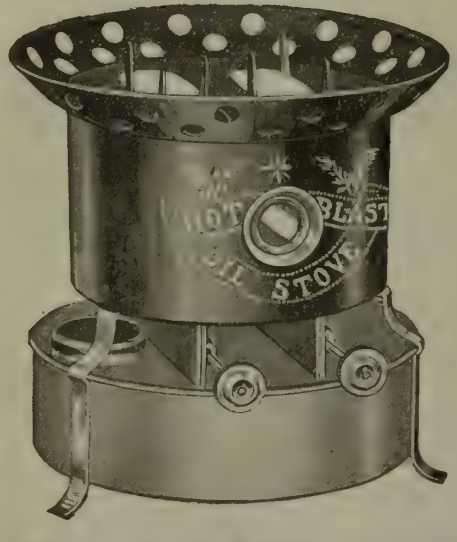
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THE S.M.P. "Hot Blast" Oil Stoves

Just the article needed for Summer Residences or Camps



These Stoves Have

Two Extra Large 4½ inch Burners.

Large Oil Filling Hole.

Legs made of Tinned Band Steel.

Large Seamless Oil Founts, consequently no leakage.

Brass Thumb Pieces on wick turners.

Chimneys and Extensions made from Drawn Steel, therefore no breakage.

No Cast Iron Parts to get Broken in shipping or while being used.

Prices on Application.

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OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



MYERS PUMPS

FOR EVERY PURPOSE

Fig. 1138



Fig. 792

INCLUDING SINGLE AND DOUBLE ACTING, FORCE AND LIFT, HAND AND WINDMILL, PLAIN AND RATCHET HANDLE PUMPS; PUMP STANDS; PRESSURE TANK PUMPS; HOUSE PUMPS; TANK PUMPS; HAND AND POWER SPRAY PUMPS; POWER PUMPS; BRASS, BRASS LINED, POLISHED IRON AND GLASS-VALVE-SEAT CYLINDERS.

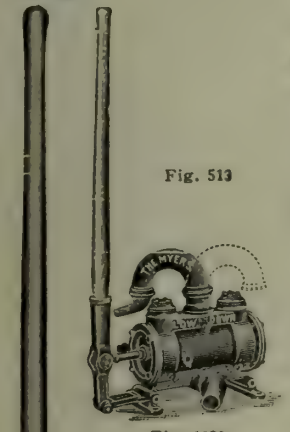


Fig. 513

Fig. 632



Fig. 1160



Fig. 577



Fig. 1345





Fig. 722

Fig. 1289

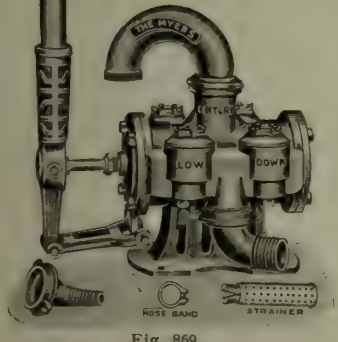


Fig. 639



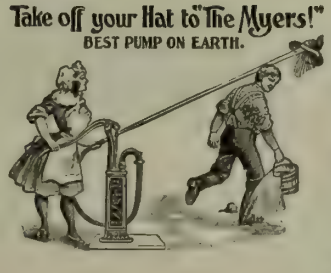


Fig. 902



Fig. 1374

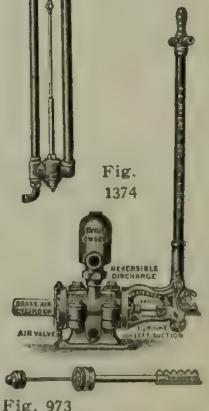


Fig. 214

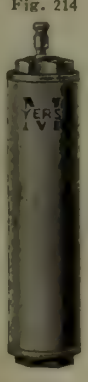


Fig. 869



Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It Is Better To Handle The Myers Than To Wish You Had.

EXCLUSIVE AGENTS for PROVINCE of QUEBEC

Catalogue sent upon application

LEWIS BROS., LIMITED,

MONTREAL OTTAWA TORONTO

Fig. 973

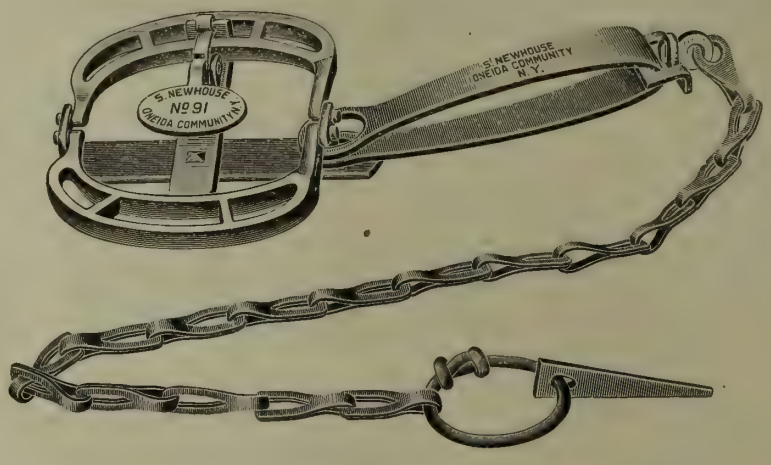


Fig. 976



PLACE YOUR ORDER
FOR TRAPS THIS SEASON WITH US

Our Stock is well Assorted and Complete.



Get in on this Line. It pays.

Traps are easily carried in stock, and by having your order placed early you insure prompt delivery to your customers.

Write for Prices, they will Interest You.

Satisfy your Trade by Carrying the Best.

OUR STOCK CONSISTS OF

"Oneida Jump Traps"
"Victor Traps"

We Ship Promptly.

"Newhouse Traps"
"Hawley & Norton Traps"

We Ship Promptly.

FROTHINGHAM & WORKMAN,
WHOLESALE HARDWARE and IRON MERCHANTS Limited
Montreal, - - - - - Canada

"Vulcan Bijaw" Chain Wrench

WITH DOUBLE ENDED REVERSIBLE JAWS



THE ALL STEEL WRENCH WITH SAW TEMPER DROP FORGED JAWS.

WILL ALWAYS GRIP BUT NEVER CRUSH THE PIPE.

Made to last twice as long as any other Wrench.

	30	31	32	33	33½	34	35
Capacity	⅛ to ¾	⅛ to 1½	¼ to 2½	¾ to 4	1 to 6	1½ to 8	2 to 12 inch pipe
Breaking strain, lbs	3,600	6,700	9,800	12,500	14,300	15,700	21,800

Vulcan Drop Forged Chain Pipe Vise



UNBREAKABLE. POSITIVE GRIP.
ADJUSTS QUICKLY.
SIZE FOLDED, 6x8x8 INCHES.
WEIGHT, 10 LBS. CAPACITY, ⅛ to 4 INCH PIPE.

WHOLESALE DISTRIBUTORS

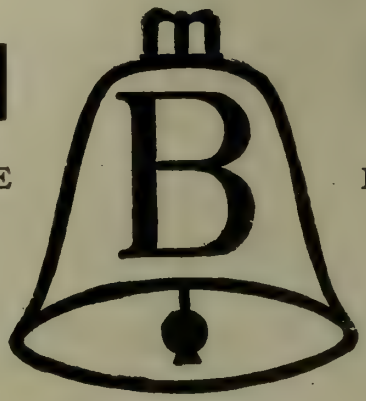
Caverhill Learmont & Co

MONTREAL AND WINNIPEG

The

STEEL COMPANY OF CANADA

Limited

Bell Brand TRADE  MARK **Horseshoes**

REGISTERED

Accurate Crease, Exact Punching, Correct and Uniform Shape.

Horse Nails **Wire Nails**

Bar Iron **Bar Steel**

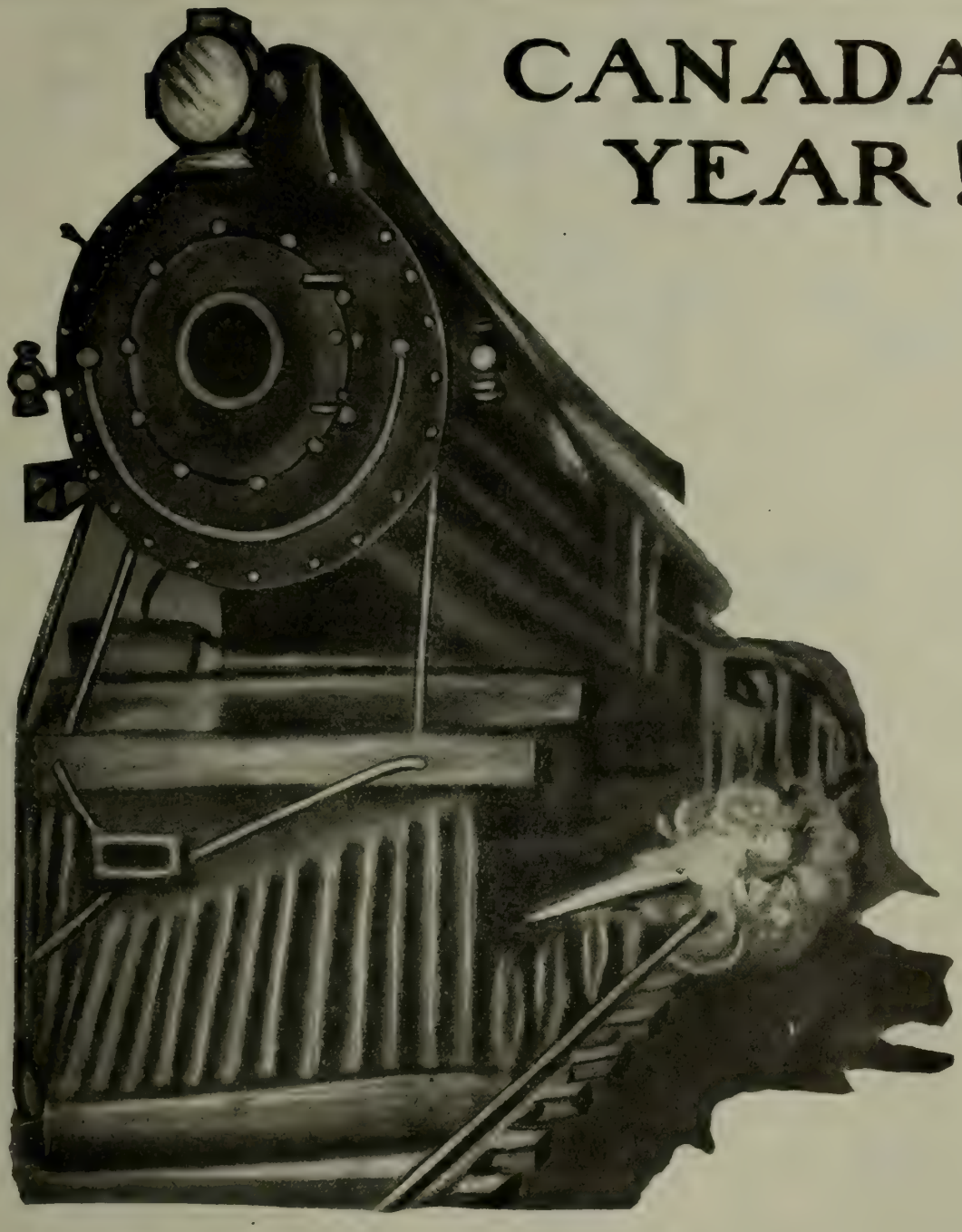
Bolts and Nuts, Screws, Tacks, Bright Wire Goods, Wrought Pipe, Iron and Steel Wire, Field Fencing.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

CANADA'S YEAR!



Dominion Day looms up brighter than ever this year, with surprising expansion and development, discounting everything in the past.

This business is sharing in the general prosperity because of careful preparation made well in advance. We were quick to see the larger trade that was coming, and to plan for it on a liberal scale.

The man who looks ahead in times like these is the man who gets ahead.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

CSG Co. CRESCENT BRAND

BUTTS AND HINGES

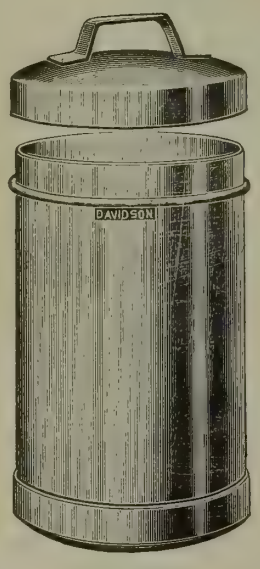
Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

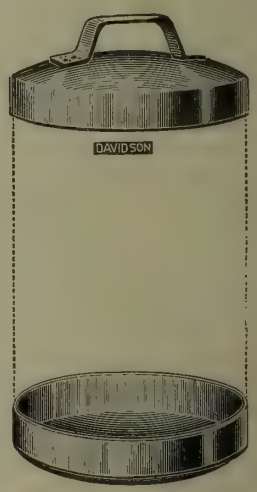
CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

A New Line of Practically Indestructible

ICE CREAM CANS and TRIMMINGS





Made in four sizes, 1, 2, 3, and 5 gallons, with 18 Gauge bodies, 14 Gauge Covers and Bottoms.

Prices on Application

These Cans are very heavy and strongly made and will stand any amount of rough HANDLING and ABUSE. Covers and Bottoms are made from 14 gauge steel heavily retinned to prevent rust. The trimmings are practically indestructible owing to the heavy material used and can be made up on new bodies time and time again at slight cost.

We also have in stock, **Ice Cream Freezers—Ice Cream Dishers—Oil Stoves and Ovens—Water Coolers—Ice Chests—Sprinklers, etc., etc.**, and can supply same at right prices.

Our Travellers cover the Dominion—and if you are not handling our goods write us and we will arrange for one of them to call when next in your vicinity.

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

Disston

SAWS—TOOLS—FILES



The tool that is "cheapest in the end" is usually the one that is a little more expensive "in the beginning."

The initial cost of Disston Saws, Tools and Files may be slightly higher than that of the ordinary kind, but Disston lasts longer, and is more easily kept in condition, permits faster, more efficient work, and after all, is more economical.

Disston Crucible Steel is exceptionally adapted to making high-grade Saws, Tools and Files. Its uniformity and durability, in conjunction with expert shop treatments, have made Disston Tools the *best* on the market.

Many of the most widely favored types of saws, tools and files have been designed and invented in the Disston Works. Disston improvements and innovations have always set the pace, have always led the industry.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works **PHILADELPHIA, Pa.**

Canadian Works—Fraser Avenue, Toronto

TRANSPAROL

Transparol is the finish that makes every surface a mirror, and is the leading finish for railroad cars, automobiles, and all other vehicles, also for leather.

Transparol is a particularly choice finish, and one that is positively indifferent to all effects of

Atmosphere
Acids
Oils
Gasoline
Salt Water, etc.

Transparol is the best preservative of wood known, and is equally as good a preventative of rust and corrosion of metals.

The gloss finish given a surface by an application of Transparol is so great that Transparol is the wonder of the paint and varnish experts.

Transparol comprises the following universal qualities:—

Flexibility
Elasticity and
Durability

History records that in Egypt they had a fluid which resisted the atmosphere for ages, and which modern civilization up to date has never been able to produce.. THE OLD EGYPTIAN PRESERVATIVE HAS BEEN RE-DISCOVERED.

Transparol stands alone among the multitude of paints, varnishes and shellac products like the pyramid amidst the ruins of Old Egypt.

Transparol is indestructible; and when all other products have worn away, Transparol will still be there.

Transparol is sold on a guarantee to be satisfactory.

For Exterior and Interior Use

AMERICAN TRANSPAROL CO.

50 Church Street, New York

LIVE AGENTS WRITE FOR TERRITORY

Economy, Cleanliness and Safety

are the Three Essential Features of our

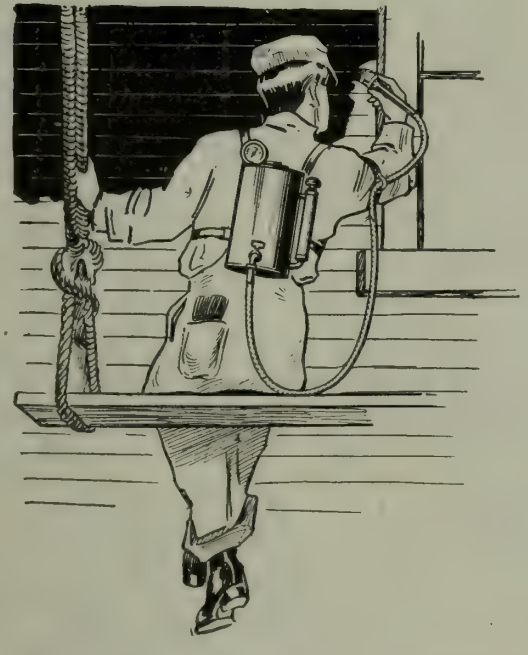
Automatic Paint Brush

40 per cent. LABOR SAVED
20 per cent. PAINT SAVED

It is adapted for use with all PAINTS and VARNISHES.

It can be operated by gravity or AIR PRESSURE.

It assures an equal flow at all TIMES.



It absolutely eliminates dipping and dripping and thus makes for CLEANLINESS.

It does away with the paint can and its resultant dangers.

Bristles are set in metal. Remember the name—

"METALSET"

For further particulars and descriptive pamphlet, address

Standard Automatic Manufacturing Co.

50 CHURCH STREET NEW YORK CITY

ASK YOUR JOBBER FOR PLYMOUTH ROPE

PLYMOUTH rope is the kind for the progressive merchant to sell. It is good, honest rope; it's always the same—no poor coils; no kicks from your customers on PLYMOUTH.

Perhaps your people don't realize what a difference there is in rope, don't know there is something better than the common kind.

It's an easy way to make a friend by showing them, and selling them a piece of

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope has been making friends for eighty-six years, and you can just as well as not get the benefit of a part of this prestige which has been accumulating all that time.

All that is necessary is to ask your Jobber for PLYMOUTH Rope.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

XCELLS NINE LIVES

XCELL, REGULAR—Gray Carton—for TELEPHONE and all other kind of OPEN CIRCUIT SERVICE.

XCELL, IGNITORS—Red Cartons—for SEVEREST IGNITION WORK—especially constructed for this service.

LOOK at the SPRING CONNECTORS, SOLDERED to the Carbon and Zinc Electrodes, MAKING LOOSE CONNECTIONS IMPOSSIBLE.

EXCLUSIVELY adopted by the BELL TELEPHONE CO., four hundred other Telephone Companies, the LEADING Electrical houses, the LARGEST Automobile and Motor-boat Supply Firms, the BEST Engine Builders and Dealers and the BIGGEST Hardware Firms.

OUR GOODS ARE SOLD ON THEIR MERITS.

Every Cell we Sell is Guaranteed.

MONEY BACK IF NOT SATISFIED.



Patent Applied for.
Registered.



Electric FLASHLIGHTS and NOVELTIES





Made by us of HIGHEST QUALITY.
Write for Prices and Catalogue.



MINIATURE LAMPS FOR FLASHLIGHT.

All Styles. All Voltages.



Carbon—Tungsten—Osram Lamps. NO TRUST.

Our DRY CELLS give a Spark as Hot as the Fire of Vesuvius.

Our FLASHLIGHT BATTERIES ARE GUARANTEED on the Shelf and in Service.

Our MINIATURE TUNGSTEN LAMPS give a Light as Bright as the Sun.

CANADIAN CARBON CO., Limited

FACTORIES { TORONTO: 12-14-16 Shuter St.
WINNIPEG: Irish and Bury Ave.

Order from your jobber. If not obtainable write nearest factory.



Explain the Advantages of A "Tobin Gun" to Him

If you are a dealer and have been selling shot-guns for some time, you will know that the gun with the simplest mechanism, the one with the fewest parts to go wrong, is the gun that appeals to the sportsman. If, then, you can offer your customers Tobin Guns you place yourself in a position to supply the demand for reliable shot-guns in your locality. The Tobin Simplex Gun

Tobin
Simplex Guns

is built for service. It will please the "Old-timer" who will recognize it as a thoroughly reliable gun, and the veriest novice will appreciate the simple, strong construction of the working parts and the ease with which it can be taken apart and cleaned. Here is the gun with the selling power behind it. In every district we want to be represented by some energetic dealer, one who will show the Tobin Gun to his customers. and to such a dealer we offer terms that make it decidedly profitable for him.

Tobin Guns are going to be extensively advertised this year, and we wish to make our facilities for distribution equal to the demand we will create. Why not take advantage of this publicity and get the benefit that will accrue from it? Dealers will profit equally with ourselves and in selling Tobin Guns you have the double advantage of handling a well-advertised article and one that has only to be shown to convince the buyer of its superiority.

Whether you are now handling shot-guns or not,—write to us. We would like to place in your hands the complete facts about Tobin Guns, show you how profitable a part of your business you could make them, and explain to you how we co-operate with the dealer in bringing this Canadian-made Gun before the public.

Write to-day. There are several districts where we lack dealer representation; districts where there is a growing demand for Tobin Guns, which we are forced to supply direct The dealer who represents us will get the benefit of this trade.

TOBIN ARMS MANUFACTURING CO., Limited, WOODSTOCK, ONT.

Estd 1809 EVERED & Co. LTD

MANUFACTORY:
Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:
27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN AGENT:

Mr. Geo. H. Saywell - Saskatoon

Cables and Telegrams: Rosswell, Saskatoon.
A.B.C. 5th Edition.
Telephone, 4317 Saskatoon.

K-I-N-G



For Portable and Traction Engines, Hoisting Engines, Steam Pumps, etc.

PENBERTHY

Peerless



For Stationary and the Higher Grade of Engines

Certainly You Can Sell Sight Feed Lubricators

If You Stock the Best That's Made

The Penberthy kind costs you less money, leaves you more profit, and gives your customer better satisfaction than any other make.

You've only to remember and specify our make. Your jobber can supply you.

Remember a guarantee of quality and satisfaction goes out with every Lubricator.

We make two lines of Sight Feed Lubricators, as follows:

THE K-I-N-G is a medium-priced Lubricator, put on the market for the benefit of those who do not want to pay too much and still get a good serviceable cup. It is specially designed for threshers' use, for mining and lumbering plants, etc., where cups get more or less hard usage. It has an excellent sight feed glass compared with most of the ordinary lubricators. In all it is a very popular and thoroughly reliable lubricator, and has an extensive sale everywhere in Canada.

THE Peerless is strictly high-grade and used by stationary engineers or where the better class of engines are run. It is heavy in construction and very strong and durable. Gives a steady positive feed. Special filler that enables one to use a large spouted oil can without wasting any oil. Special drain valves that do not jar off and get lost.

Penberthy Injector Co., Limited, Windsor, Ont.

Spoons Forks and other pieces stamped

1847 ROGERS BROS. MERIDEN BRITANNIA COMPANY X S TRIPLE

Are the Original and Genuine "Rogers" Goods



"Silver Plate That Wears."

ACTUAL SIZE TEA SPOONS.

Although there are several makes of Rogers goods, there is but one **1847 Rogers Bros.**

DESIGNS IN

1847 ROGERS BROS.

Every piece of **1847 Rogers Bros.** ware has back of it an absolute guarantee.

brand are the equal of the best sterling silver, in pattern, finish and general excellence of making—the result of over sixty years' experience, combined with the determination to produce the best at whatever cost. The "silvery" effect so pleasing to the eye and so often lacking is exemplified in these designs in all its beauty.

IT IS SILVER PLATE THAT WEARS

The most widely known brand of silver plate. It has the confidence of the public.
It is the standard to which other silverware is compared. The Trade Mark has been a household word through three generations.

MERIDEN BRITANNIA CO., HAMILTON, CANADA

The Faneuil Pattern

"Silver Plate That Wears"



The Faneuil Pattern is one of dignity and grace—its lines suggestive of the Colonial—from which period it has taken the name of Faneuil.

In quality and Workmanship it is upon the same high plane as all goods bearing the stamp

1847 ROGERS BROS. X S TRIPLE

There is every indication that the new design will soon establish itself as one of the most popular of this well-known brand.

MERIDEN BRITANNIA CO., HAMILTON, CANADA

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet" Brand

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Three In One

We have just issued under one cover new booklet containing

First illustrations.

Second descriptive matter.

Third list prices of our complete line of

Furnaces and Furnace Materials and Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us to-day.

PEASE FOUNDRY COMPANY LIMITED

Toronto, :: Canada

PEASE-WALDON COMPANY LIMITED

Winnipeg, :: Canada

We manufacture and stock all materials required in connection with Warm Air, Hot Water and Steam Heating Installations.

Mention this paper when writing Advertisers.

The Saskatchewan Glass and Supply Company, Ltd.

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements

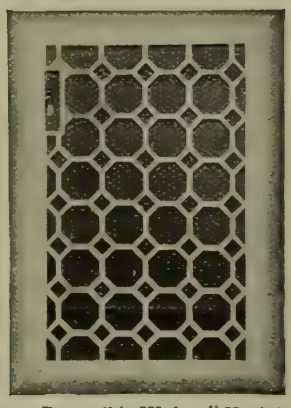
Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.

No order too large or too small. **Prompt shipments our specialty.** **Correspondence Solicited.**

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348



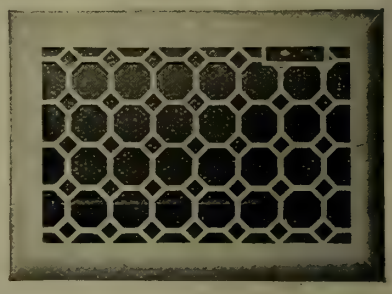
Convex Reversible Wafer, "Upright."

REGISTERS

All Known Sizes, Shapes and Finishes

The Genuine Convex Reversible Wafer works either way, by simply changing two screws.

All Varieties of Registers, Faces and Borders supplied in any quantity or finish.



Convex Reversible Wafer, "Across."

Canadian Ferrosteel Co. Bridgeburg Ontario

Maximum Strength for Weight

That is the positive claim we make for every piece of



GREENING STEEL WIRE CHAIN

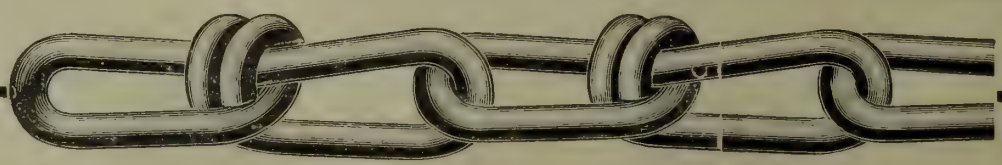
that leaves our mills. The materials used are specially selected and thoroughly suited to the purpose, and the mechanical construction of Greening Chain is as nearly perfect as is humanly possible.

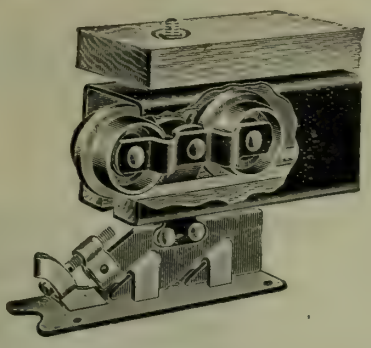
Made up in a large variety of weights in our Halter, Dog, Tie-Out, Trace and Cattle Chains.

Consult Your Greening Catalogue

THE B. GREENING WIRE CO., LIMITED

HAMILTON MONTREAL





When Architects specify and Contractors ask for the

Richards-Royal

House Door Hanger

the dealer has demands created. Our extensive advertising among Architects and Builders stimulates a ready and profitable sale for the Richards-Royal Hangers.

Are you getting your share?

RICHARDS-WILCOX MFG. CO.

AURORA, ILL., U.S.A.



Copp's Stoves and Ranges

SILVER QUEEN

Our new medium priced up-to-date Range.

It will pay you to investigate its merits.

"The Western Stove Makers"

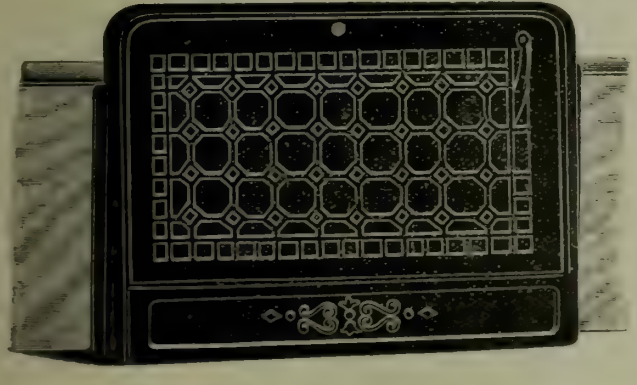
W. J. Copp Son & Co

FORT WILLIAM, WINNIPEG. VANCOUVER.

Canadian Heating & Ventilating Co.

Headquarters for Limited

Side Wall and Floor Registers and Faces



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15



EMPIRE SPECIAL
New design, made in 8 x 10 and 9 x 12 sizes

Our "EMPIRE SPECIAL"

is an especially neat and attractive new design, and meets the demand for a register with a larger opening. Is a sure winner, and sells at a moderate price. Ask us for particulars. Manufactured by us at

Owen Sound - Ontario

CHRISTIE BROS. CO.
Cor. Park and Henry Sts., Winnipeg

Western Agents:

M. C. DREW & SON
Vancouver, B.C.

Hamilton Jewel Gas Ranges

for MANUFACTURED or NATURAL GAS are made in over 125 VARIETIES and Every Requirement can be Supplied.

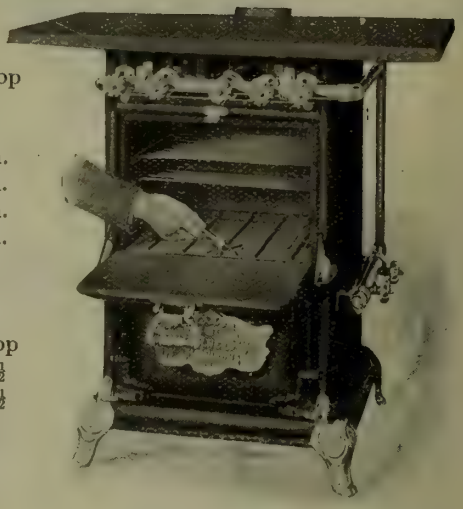


Single Oven

No.	Size of Oven	Size of Top
15	17x12x12 in.	22x19 in.
20	17x12x12 in.	32x19 in.
30	16x16x11¾ in.	35½x22¼ in.
40	15¼x16½x11 in.	35½x22¼ in.
50	16½x16½x11 in.	36¾x22¼ in.
60	18x16½x11 in.	38½x22¼ in.
65	19x18½x12 in.	39x24¼ in.

Double Oven

No.	Size of Oven	Size of Top
70	15¼x16½x11	15 x16x8½
80	16½x16½x11	16¼x16x8½
90	18x16½x11	18x16x8½
95	19x18½x12	19x18½x8



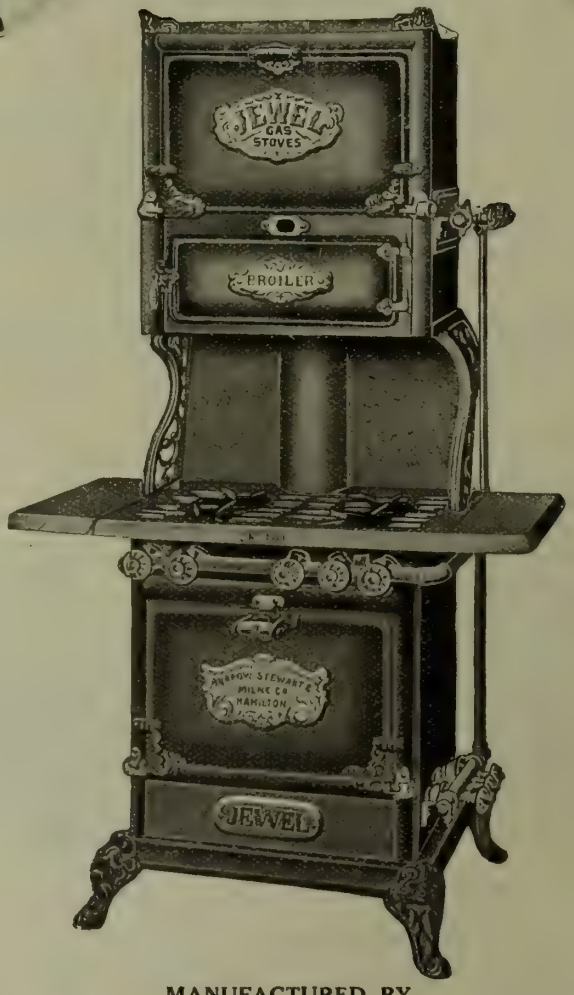
The Ovens have Spring Balanced Drop Doors. The Valves, Airmixers and other trimmings are all nickel plated Galvanized Dust Tray under Top Burners. The body of Range is Asbestos Lined. All these Ranges are equipped with **Grave's Patent Safety Lighters** —see cut above. This lighter is far superior to the old style Pilot Light. It is **absolutely safe** because the oven door **must be opened** before the Oven Burners can be lighted, and thus all possibility of explosion through accidental accumulation of gas in the oven is avoided.

A **Thermometer** for registering the heat of Oven can be attached to the Oven door of any Hamilton Jewel Gas Range.

These Ranges can be fitted with **Hot Water Heating** attachments, or with Reservoirs or Side Broilers, and Top can be extended if desired.

Large Hotel Ranges

are supplied in every style.



Elevated Oven

Ranges are made in many different styles which are fully described in our **Catalogue No. 69.**

We also make various styles of

Side Oven

Ranges, which we have not room to illustrate here.

If you have not got our catalogue, write us for one.

All Ranges are thoroughly tested before leaving factory.

Each Range is fitted with

Jewel Adjustable Needle Valve

which gives perfect control of gas supply. For accurate mechanical construction and satisfactory working, no other valve equals it.

Get our Catalogue No. 69

MANUFACTURED BY

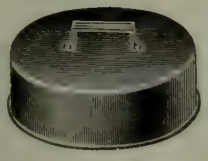
The Burrow, Stewart & Milne Co., Limited

Head Office and Factory at HAMILTON **Winnipeg Branch, 130 James Ave.**

Agencies at Toronto, Montreal, Vancouver.

SUMMER SPECIALTIES

Asbestos-Lined Covers for Mrs. Potts' Irons



This cover is made from two separate steel covers with heavy asbestos between: made to cover a set of three irons. It is used on Gas, Gasolene, Oil or Wood Stoves or Ranges, and will save the price of itself in fuel in a very short time.

Measuring Cups

Marked for Measuring One-quarter and One-third Cups.



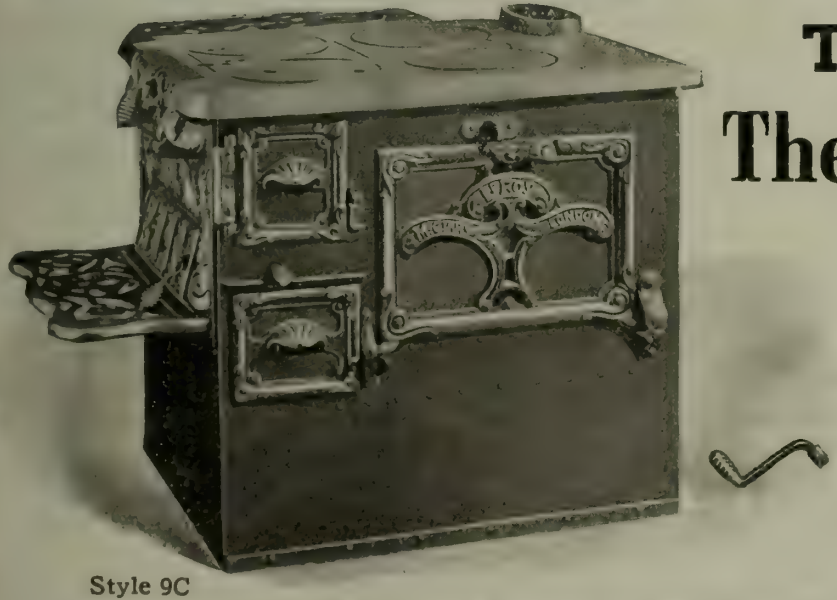
Strainer Funnels

(Strainer and Funnel Combined)



GREATLY FACILITATE THE WORK IN THE KITCHEN

A QUICK FIRE AND A GOOD OVEN



Style 9C

That is what

The "LeRoy"

means

And that's what campers and summer cottagers require. The "LeRoy" is just the range for the summer season. It has a good oven, therefore campers need not do without any of the pastry delicacies of home. It fires up quickly, and cools equally fast when the fire is quenched. Can be supplied with legs.

SUGGEST THIS RANGE TO YOUR CUSTOMERS

McCLARY'S

LONDON
TORONTO
MONTREAL

WINNIPEG
VANCOUVER
ST. JOHN

HAMILTON
CALGARY
SASKATOON

PAGE ONE

THE BOXER INDEX

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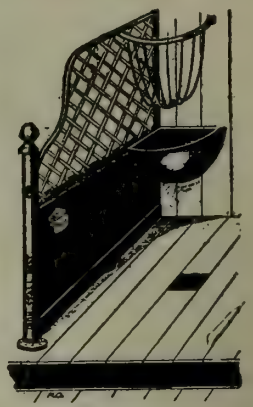
Page 28 - - - - - THE MEN BEHIND THE GUNS

Page 30 - - - - THE MEN ON THE "FIRING LINE"

Page 32 - - - - THE DATE

Page 34 - - - - THE DEALER WE WANT "TO SHOW"

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

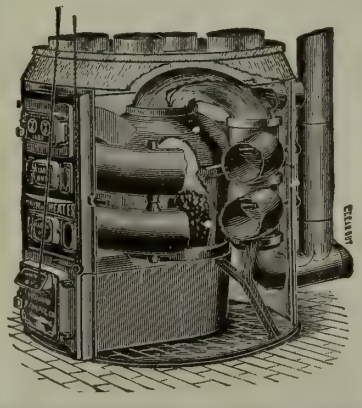
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The Condensed Ads. in this Paper will bring good results.



We not only make claims---We back them.

Our "Canadian Howard" Double Radiator

FURNACE

is an excellent example of a perfectly constructed warm air furnace.

Our guarantee safeguards the purchaser.

The "Howard" furnace is absolutely the most reliable and most efficient furnace of the day.

The enormous Radiating Surface is one of its greatest features.

It means economy in fuel as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, giving extra heat that would otherwise go up the chimney.

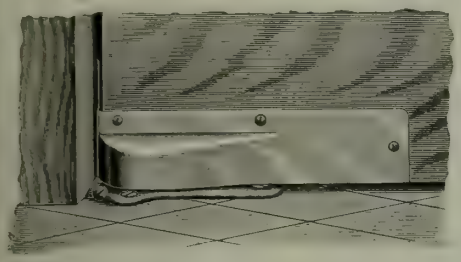
We employ only skilled mechanics and the highest possible grade of materials.

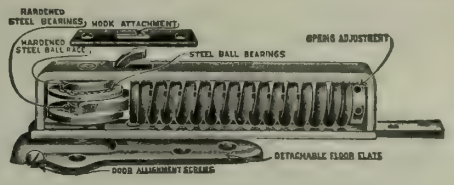
It will pay you to investigate this guaranteed economizer. Write at once.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

ASK US WHY

If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.





THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

GOOD PROFIT FOR LOCAL AGENTS

SOCLEAN

A scientific preparation for sweeping dustlessly.

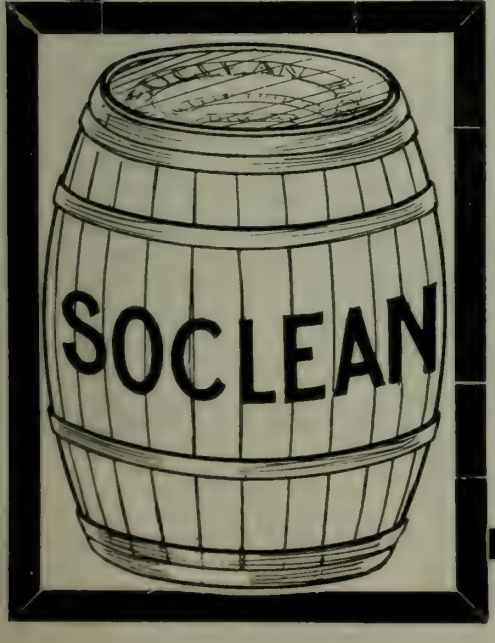
Have you ever thought, Mr. Hardware Dealer, of the excellent gain for you in acting as agent in your locality? This preparation is a pronounced favorite, being dustless and disinfectant; and takes away half the labor of sweeping.

A good trade is waiting for you in the trade of the banks and institutions in your locality.

Packed in barrels of four sizes for commercial use and in smaller quantities for the home.

Get in on this proposition—push and display SOCLEAN. Literature for window or counter furnished on application.

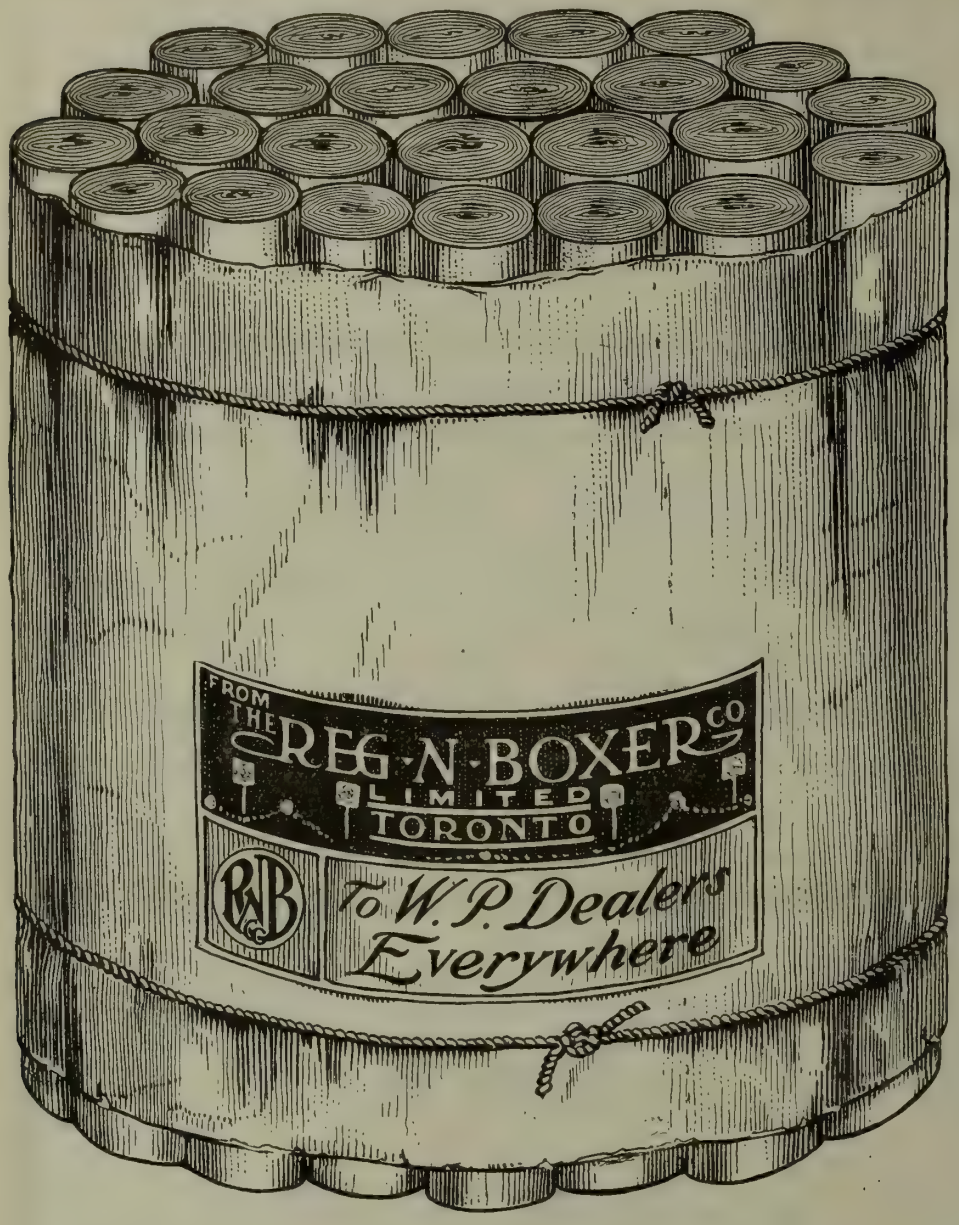
This trade is yours for a slight effort. Grasp it now; you will be well repaid.



Write Dept. "H"

SOCLEAN LIMITED

444 King St. West **TORONTO** **Phone Adelaide 1584**



See Index Page 24

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

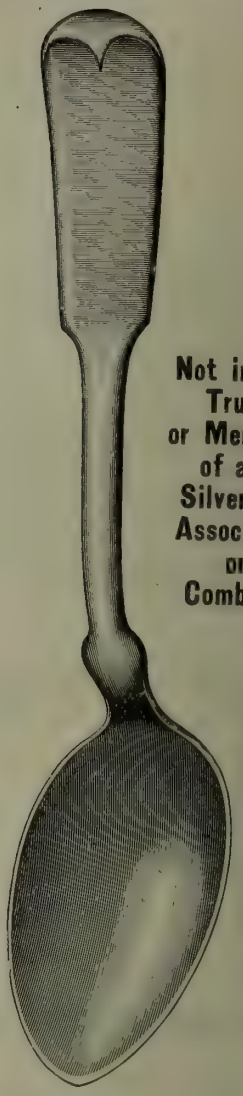
GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Torsil Metal

Made in two weights in
Tipped Pattern
as illustrated below



Not in the Trust or Members of any Silverware Association or Combine

Torsil Metal is a solid white metal combining great durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction

Tied up in sets of six, packed one dozen in the **Olive Green Box.**

If you cannot buy Torsil Metal from your Jobber, write us direct for prices.

The Toronto Silver Plate Co., Limited

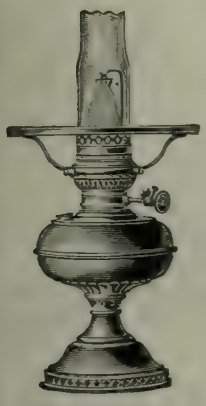
Factories and Salesrooms
WEST KING STREET, TORONTO
E. G. Gooderham, President

Established 1868

J. HIRSCHHORN

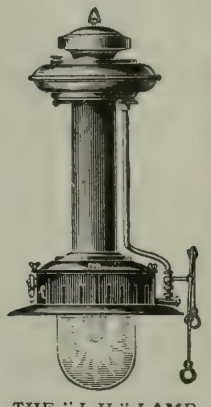
148-149 KOPENICKER ST. BERLIN, GERMANY

Lighting Experts and Manufacturers of



THE "CARMEN"

Electrical and Gas Fittings, Kerosene Burners and Lamps, Incandescent Kerosene Mantle Burners, Kerosene Heating and Cooking Stoves.



THE "J H." LAMP

For 1911 we are Putting on the Market

The "Carmen" Kerosene Incandescent Air-Draught Table Lamps

The "J. H." Intensifying Kerosene Inverted Lanterns (without artificial pressure)

Constructed upon Entirely New and Scientific Principles

Telegrams: "Kerosina, Berlin," Germany

GOOD AGENTS WANTED THROUGHOUT CANADA

Code: A B C, 5th Edition

THE YANKEE

(Made in England)

A **$5.00** Safety Razor that you can Sell Profitably at **$2.50**

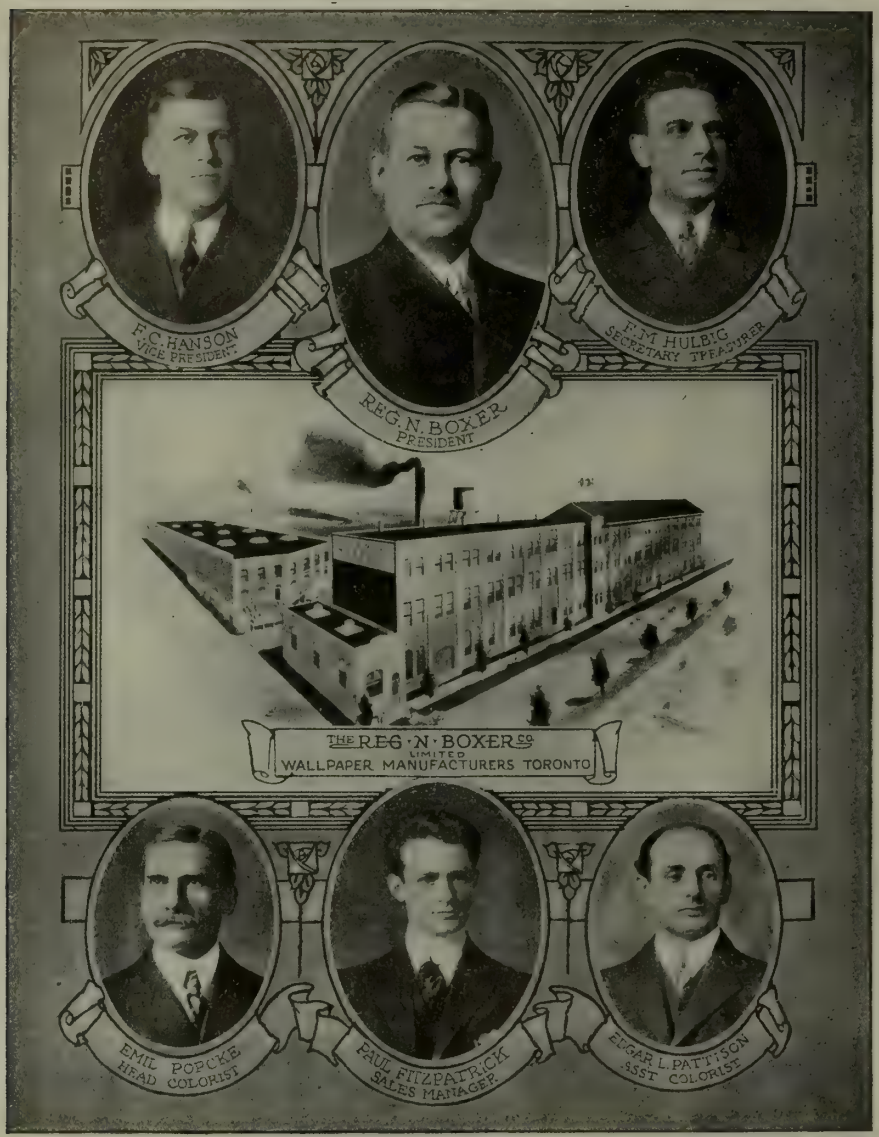


$18.00 Per Dozen Delivered.

It's the most compact pocket edition of a case that you ever laid eyes on.

The entire effect and intrinsic value easily proves a Superior $5.00 standard.

INTERNATIONAL DISTRIBUTING COMPANY, Montreal, Canada



See Index Page 24

THE REG. N. BOXER CO., LTD., TORONTO

HENRY T. SEYMOUR SHEAR CO. NEW YORK

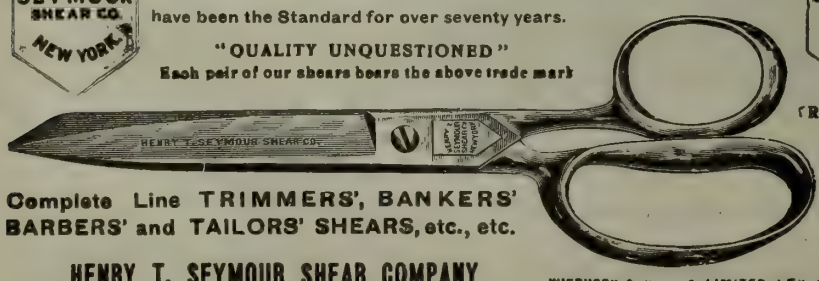
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years.

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

Having moved into our new building, we are carrying an immense stock of

GLASS

OF EVERY DESCRIPTION

FOR

Building Purposes

We have excellent facilities for making prompt shipments.

Give us a trial on your next specification, and get

QUALITY

AND

PRICES

THAT ARE

RIGHT

THE

Consolidated Plate Glass Co. of Canada, Limited

WINNIPEG	TORONTO	MONTREAL
271-3 Fort Street	241 Spadina Ave. New address	30 St. Sulpice Street

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENGLAND

MANUFACTURERS OF

"Judge Brand"





ENAMELLED, TINNED,
GALVANIZED, JAPANNED
and BURNISHED

WROUGHT STEEL HOLLOW-WARE

From Smallest to Largest Sizes





ABSOLUTELY UNBREAKABLE

FIRST-CLASS QUALITY
AND FINISH

Small orders can be enclosed to Montreal.

SOLE CANADIAN REPRESENTATIVE:

JAMES A. HENDERSON, Metals and Hardware, 234 Board of Trade Building, Montreal, where a full range of our samples may be seen. Illustrated priced catalogues may be obtained on application with prices and discounts, duty unpaid and duty paid.

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

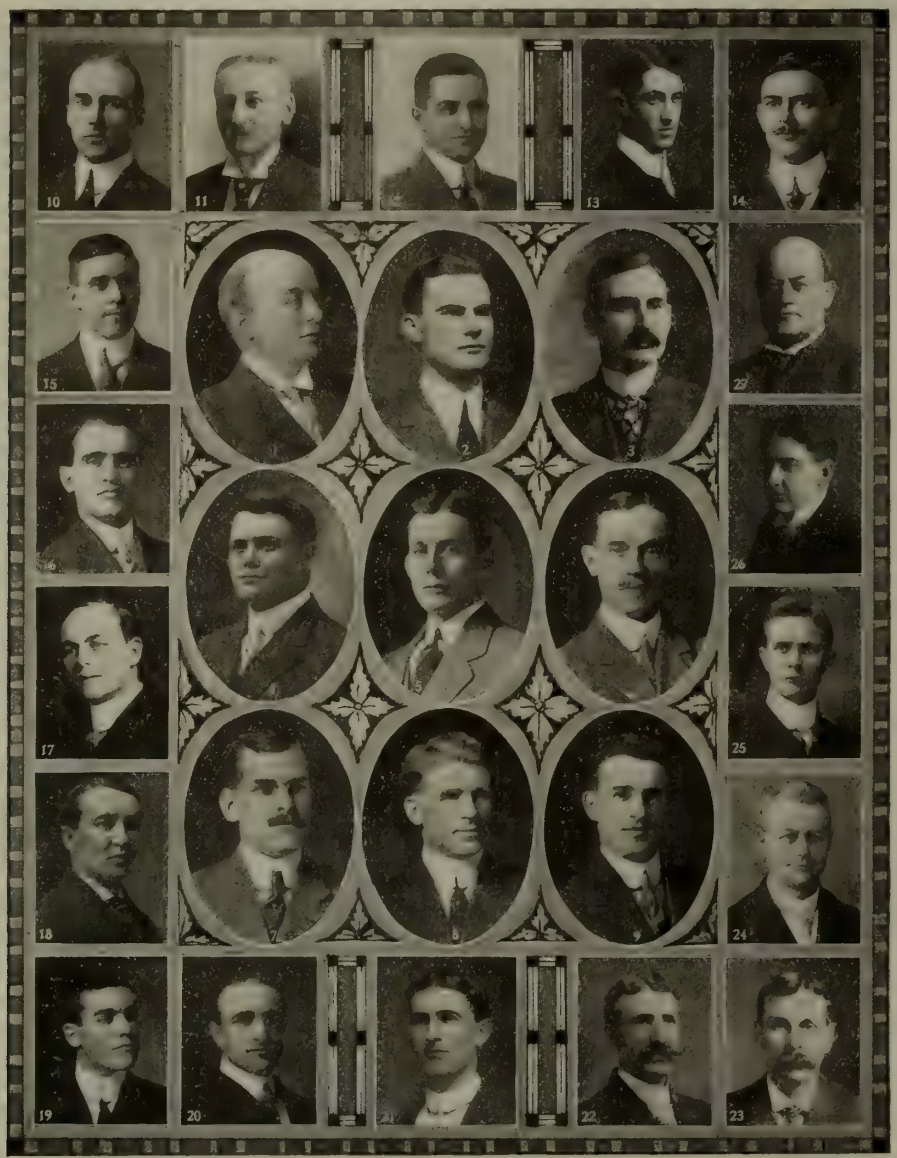
Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.



The
Metal
Shingle &
Siding Co.,
Limited

Factories:
Preston, Ont.
Montreal, Que.

PAGE FOUR



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3. G. H. Fairfield
4. H. H. Burrows
5. John P. Ramsay
6. D. J. Hunter
7. A. P. Thomas
8. T. A. Griffin
9. H. B. Bagot
10. K. A. Smeed
11. R. J. Boxer
12. F. E. Brown
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See Index Page 24

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



OUR GALVANIZED RIDGE ROLLS ARE MUCH NEATER THAN THE WOOD and easier put on. Try a sample order, made in 8 and 10 foot lengths.

Other well-known lines are Eavetroughs, Conductor Pipe, Ventilators, Elbows, Skylights, Valleys, Crimped Iron and CORRUGATED IRON.

GET OUR PRICES FOR GALVANIZED SHEETS.

WHEELER & BAIN

TORONTO — The Quick Shippers — CANADA



ORNAMENTAL CONDUCTOR HEADS

They relieve the plain appearance of a stand of pipe and transform an unsightly necessity into an ornament to the building.

Our Ornamental Conductor Straps will also help the appearance.



No. 1016

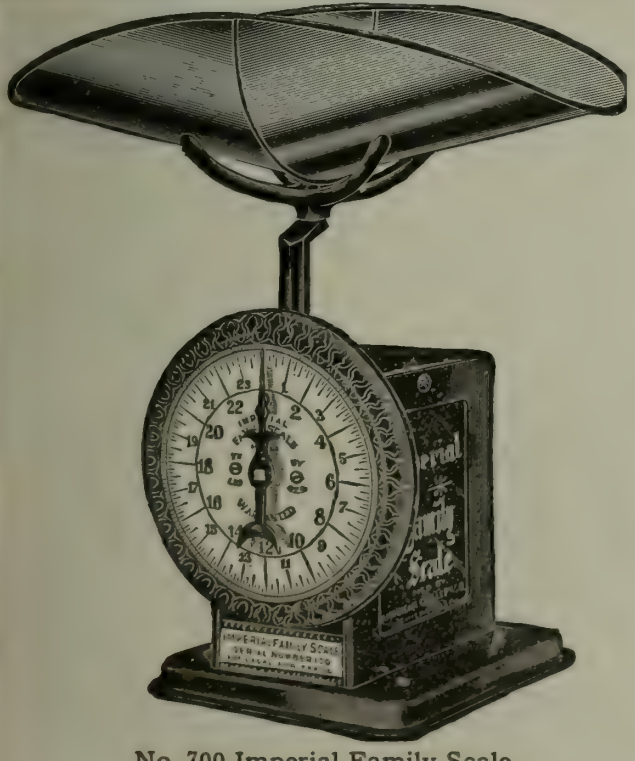
Write us to-day for Catalogue and Prices—it will pay you to push this line to your trough and pipe trade.

There is always good money in "Extras" of this kind.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(8)



No. 700 Imperial Family Scale.

Weighs up to 24 lbs. by ounces. Our Scale has recently been passed by the Canadian Authorities.



No. 1 Kitchen Friend.

Get busy and write us so we can quote price and let you know about our

KITCHEN SET.

Shows value three times its cost.

AMERICAN CUTLERY CO. Chicago, U.S.A.

Manufacturers of High Grade Cutlery, Scales and Household Specialties.

Established 1865

WALL PAPER SEASON

OPENS

JULY THIRD

1911

See Index Page 24



FORD AUGER BITS
are years ahead of competitors

It has always been our aim to manufacture a bit that would be better than other BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. Today these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

ESTABLISHED 1849

BRADSTREET'S

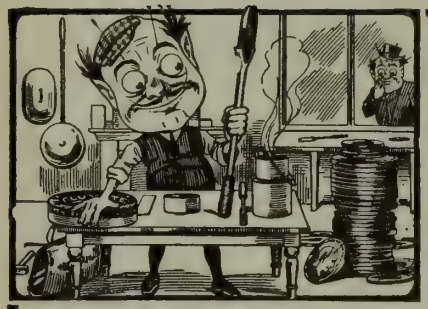
Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
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London, Ont.	Quebec, Que.
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St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES **FLUXITE**

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

A Profitable

Artillery Car



This Car is extremely well-built, extra strong and durable. Body is made of steel, painted grey, tires ⅝ in. rubber or steel. This car makes a very handy and effective delivery wagon as well as a boy's play wagon, and a pushing dealer can sell a lot of them for delivery purposes to his fellow merchants. It sells at a popular price, yielding you an excellent profit.

The Gendron Mfg. Co., Limited

DUCHESS STREET, - TORONTO, ONT.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.

Why Don't You Sell Wall Paper?

How many lines in your store pay as big a percentage of profit as Wall Paper?

How many can be bought on as liberal terms?

How many can be displayed better or sold more easily?

Why, the hardware business is an ideal business for handling wall paper.

Everybody who builds or remodels or repairs a house or other building must go to the hardware man and go, too, the very first thing. You get the first CHANCE for his wall paper business.

STAUNTON WALL PAPER

is the BEST SELLING LINE. Even among other good lines it's the acknowledged leader.

The 1912 papers, just out, are wonderfully fine.

If you drop us a line to the effect that you are interested, we will arrange for you to see the goods, and if you wisely decide to establish a department, we can give you some good points.

WRITE US TO-DAY.

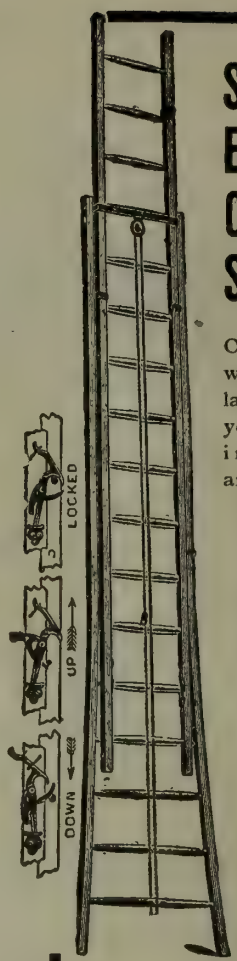
STAUNTON Limited

WALL PAPER
Manufacturers

943 Yonge Street - TORONTO

You!

See Index Page 24



Strong Easily Operated Serviceable

On every occasion where an extension ladder is required, you are quite safe in recommending and supplying our

ROPED EXTENSION LADDER

It is the safest and best on the market, and has automatic hooks that lock at every round and unlock between the rounds.

Can easily be converted into two ladders. Made of clear, short-leaf yellow pine and rock-elm rounds.

Send for catalogue B and prices

The

Stratford Mfg. Co.

Limited

Stratford - Ontario

We make all kinds of Ladders.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY CENTER PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach. Will follow up a ⅝ inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

These are all salable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED



There is a **Safe Profit** in handling

Rayo Lanterns

There are **Good Reasons** why they command such a ready sale.

1.—**Most Light** for the oil consumed.
2.—**Stay lit** in any wind or rain.
3.—**Strong and durable** – made to last.



Rayo No. 92.
Tin finish, brass burner and cone, selected Rayo globe; wick inserted, ready to light.

Rayo lanterns are known everywhere as standards of quality and usefulness. If customers cannot get them in your store, they will go elsewhere.

Rayo lanterns are distinctively American goods. There is a Rayo lantern for every requirement; all styles, sizes and finishes. Equipped with selected Rayo globes, clear red or green, as desired. Wicks inserted in burners ready for lighting.

Are you getting your share of Rayo lantern business?

If your jobber does not carry these goods, ***write for descriptive circulars and prices.*** For sale by

THE IMPERIAL OIL CO. -- THE QUEEN CITY OIL CO.

LIMITED			LIMITED
Montreal,	Halifax	Toronto	
Quebec,	Winnipeg,		
St. John,	Vancouver,		Ottawa







Rayo Driving Lamp:
With dash clamp, or rigid bracket; will not blow or jar out. 4-inch magnifying lens in front; 3-inch ruby lens in rear door.

"UP TO THE MINUTE"



This is the way the new plant, equipment, methods and product of the new screw plant at Montreal are being characterized. A complete stock of standard goods is carried and specials are made up to customers' specifications and entire satisfaction.

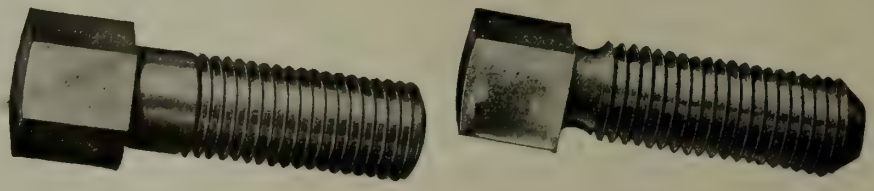
The Plant has been built to a plan developed by making millions of parts and at the expenditure of thousands of dollars to get at the most economical and efficient screw making practices. It is managed by experienced screw makers and run by Canadian mechanics; the equipment is new and of the most economical type throughout.

SEND THE SAMPLES OR ASK FOR NEW CATALOGUE OF "MILLED PRODUCTS" COVERING STOCK.

THE NATIONAL-ACME MANUFACTURING CO.

MONTREAL, St. Elizabeth St. and G.T.R.

NEW YORK, 77 White St.; CHICAGO, 549 Washington Blvd.; BOSTON, 141 Milk St.; DETROIT, 1222 Majestic Bldg.; ATLANTA, Candler Bldg.; Factories, MONTREAL, CLEVELAND; Warehouses, NEW YORK, CHICAGO.



Implement Works

For Sale By Tender

Tenders will be received by the undersigned at their offices, **33 Scott Street, Toronto,** up to twelve o'clock noon of **Wednesday, July 19th, 1911,** for the purchase as a going concern, of the Assets of

The Wilkinson Plough Co.

IMPLEMENT MANUFACTURERS **Limited**

West Toronto - Ontario, Canada

CONSISTING OF

LOT NO. 1.—REAL ESTATE, being 8⅝ acres, more or less, on Brandon and Campbell Streets, West Toronto (Further particulars may be obtained at the offices of the undersigned). Valued at.....		$ 83,500.00
Eleven buildings and erections thereon, including wood-working factory; shipping room; storage and office building; blacksmith, machine and grinding shops; erecting shop; moulding shop; scraper factory. All valued at		$ 69,350.00
		$152,850.00
Subject to Mortgage thereon, with Interest computed to June 1st, 1911..		$ 52,167.00
Equity.....		$100,683.00
LOT NO. 2.—PLANT		
Machinery as per Inventory	$48,286.19	
Shafting & Hangers; Pulleys; Belting; Tools; Scales; Dies, Etc., amounting to.....	22,206.57	
Patterns	7,613.45	
Patents	6,337.13	
Horses, Wagons, Etc.	1,458.95	
Office Furniture, Etc.	987.36	$ 86,889.65
LOT NO. 3.—Toledo Steam Hammer Press and Equipment, Valued at		13,000.00
Forward.....		$200,572.65

Forward.....		$200,572.65
LOT NO. 4.—MERCHANDISE, AS UNDER:—		
Walking Ploughs and parts	$24,658.67	
Snow Ploughs	525.76	
Disc Ploughs	5,038.54	
Gangs	1,547.21	
Sulkies	1,105.53	
Sleighs	6,558.37	
Spreaders	4,893.91	
Wheel Scrapers	5,368.46	
Drag Scrapers	4,289.27	
Wheel Barrows	2,778.57	
Drag Harrows	1,568.81	
Disc Harrows	292.31	
Ensilage & Straw Cutters..	8,661.16	
Dump Wagons	2,168.30	
Dump Carts	244.81	
Rollers	2,517.91	
Furnaces	621.36	
Stable Fittings	189.79	
Bolts, Screw, etc.	3,578.86	
Rivets	179.89	
Iron & Steel Bars	6,345.74	
Sundries	4,905.84	
Coke, Sand, Etc.	370.24	
Paints, Oils, Etc.	969.03	
Pig & Scrap Iron	2,953.50	
Lumber	8,291.56	
		$100,623.30
LOT NO. 5.—Wagons and Parts, as per List		7,191.00
Total.....		$308,386.95

Tenders will be received for the five lots together, in which event Tenderers must state the amounts tendered for each lot separately. Tenders will also be received for each lot separately.

The highest or any tender not necessarily accepted.

Lot No. 1 is offered subject to conditions of sale which may be inspected at the offices of the undersigned.

The Purchaser of Lot No. 1 must assume the mortgage and interest thereon. The Purchaser of the five lots will be given the benefit of all sales and manufacturing since April 22nd, 1911, and must pay all outlays for labor, expenses, and for supplies and materials purchased since such date.

TERMS OF SALE.—One quarter cash (10 per cent at time of sale) balance in 3, 6 and 9 months with interest at 7 per cent. per annum, secured to the satisfaction of the Assignee.

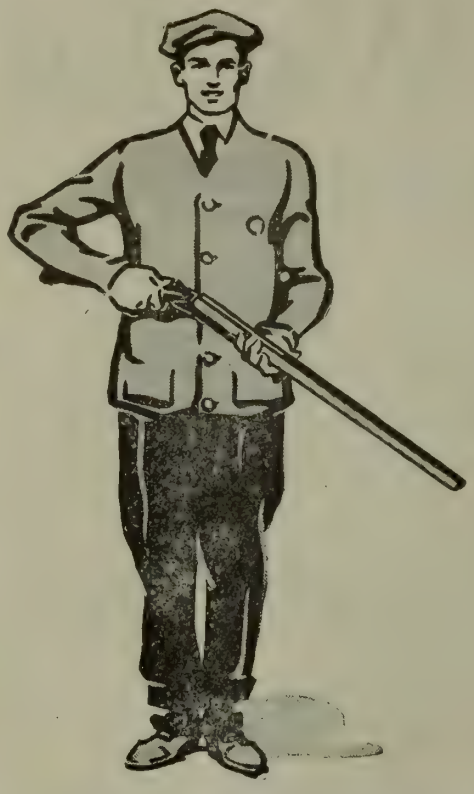
A certified cheque for 10 per cent. of the amount of tender must accompany each tender, which cheque will be returned if tender is not accepted.

Other conditions of sale may be seen upon application to the undersigned.

E. R. C. CLARKSON & SONS

Assignees

33 Scott Street, TORONTO



HIGH SCORES
PROVE
DOMINION "QUALITY"

95% Made by Chas. E. Mink (Pro.) Vancouver, B.C., out of 700 Targets shot at on different grounds and under all conditions.

98 1/3% Made by Rowland Day (amateur), London, Ont., breaking 118 out of 120 targets shot at.

ALSO

97 1/2% on Victoria Day, breaking 146 out of 150 shot at.

99 STRAIGHT OUT OF 100

FOR BEST RESULTS BUY

Imperial, Regal or Sovereign Shells

LOADED WITH

DUPONT (Bulk)	BALLISTITE (Dense)
EMPIRE (Bulk)	INFALLABLE (Dense)

"SHOOT WHERE YOU HOLD"

DOMINION CARTRIDGE CO., Limited

MONTREAL CANADA

TABLE and POCKET CUTLERY of every description.

H.R.S.&Co.

CABINETS of STEEL and PEARL goods a specialty

Manufactured by

Henry Rogers, Sons & Co., Limited

Sheffield, ESTABLISHED OVER 100 YEARS England

Stock and Samples

Canadian Branch : — : 6 St. Sacrament Street, Montreal

Toronto Stove Firm Enlarge Store

Sixty Stoves are Shown on the Main Floor—Basement is Used as Showroom for Second-hand Stock—Extensive Adverti ing Campaign Followed Out—Two Outside Canvassers Now at

A. Welch & Son, Queen Street West, Toronto, have just completed their new store and have now one of the largest and best-appointed retail stove stores in the country. Some months ago they decided that it would be necessary to enlarge, and, with that object in view, they purchased the block in which they were located. The store next to their own was then absorbed, the partition being removed and a new front of most imposing appearance put in. Other improvements were made and to-day Welch & Son have an establishment of which they may well be proud.

Altogether they have a floor space of 27,000 square feet, but this includes the plumbing, tinning and manufacturing departments. The store itself is 40 by 98 feet. The large space thus provided is given over almost entirely to the display of stoves, as will be seen by the accompanying illustration. Some plumbing goods are shown and a handsomely assorted stock of lighting fixtures is carried.

The interior arrangements have been carried out with an eye to appearance as well as convenience. The ceilings are of metal and the walls are handsomely finished with green burlap and red wall paper. The floor is of hardwood and, as the ceiling is 14 feet high, the store is always light and wholesomely airy.

At the rear is the office, 44 feet by 15, on a slightly higher level than the store. In the basement a showroom has been fitted up for second-hand stoves. It is kept well lighted and a large business is done in that line. The basement is 40 feet by 60, and it is kept full of second-hand stoves at all seasons.

Store Well Arranged.

The main floor at present holds sixty stoves, in addition to furnaces and plumbing fixtures. It could, without undue crowding, hold more. It is not likely, however, that any effort will be made to enlarge the stock now shown, as Messrs. Welch & Son believe in giving plenty of space for adequate display to each stove. At present there is room to turn the stoves around so that customers can inspect them from every angle. To facilitate inspection of this nature, all the stoves are on castors. Chairs are placed at intervals for the comfort of customers and the appearance of the showroom is materially heightened by occasional palms, ferns and rubber plants.

Large Window Space.

The front of the store has been thrown into one large window, with entrances on both sides. In the unusually large space thus afforded, the firm show an assortment of their best stoves and plumbing wares.

The front of the store presents a highly attractive appearance. Large signs serve to catch the eye of the passerby



Interior View of the New Store of A. Welch & Son, Toronto.



Exterior View of the Large Stove Store of A. Welch & Son. The Picture was Taken the Day Before the Coronation as the Decorations Attest.

and to proclaim the various lines which Welch & Son handle.

The Plumbing Shop.

The plumbing shop is to the rear of the offices, with an entrance on a side street. It is large and well stocked.

Altogether, Welch & Son employ 64 men at the present time. In the fall, when they will be at their busiest, the staff will number nearer the hundred mark.

Aggressive Methods.

As might be expected, from the wide scope and the rapid growth of the business, this firm follow aggressive methods to secure custom. In the first place, they believe in advertising, and apply their belief in a very thorough way. In addition to advertising in the local papers—and they use liberal space—they have taken up billboard advertising as well. The name Welch & Son stares at passersby from every conspicuous corner in Toronto, and is in turn stared at by many thousands every day.

"Our idea is," explains T. A. Welch, "that we want to impress one name on the public so strongly that, when they think of stoves, they will think of A. Welch & Son. That is more important than getting up copy calculated to make people laugh. To impress the name so that people will not forget it—that's the main essential in store advertising."

Welch & Son are succeeding most completely in this object. Their poster ads. are all strongly worded and attractively designed.

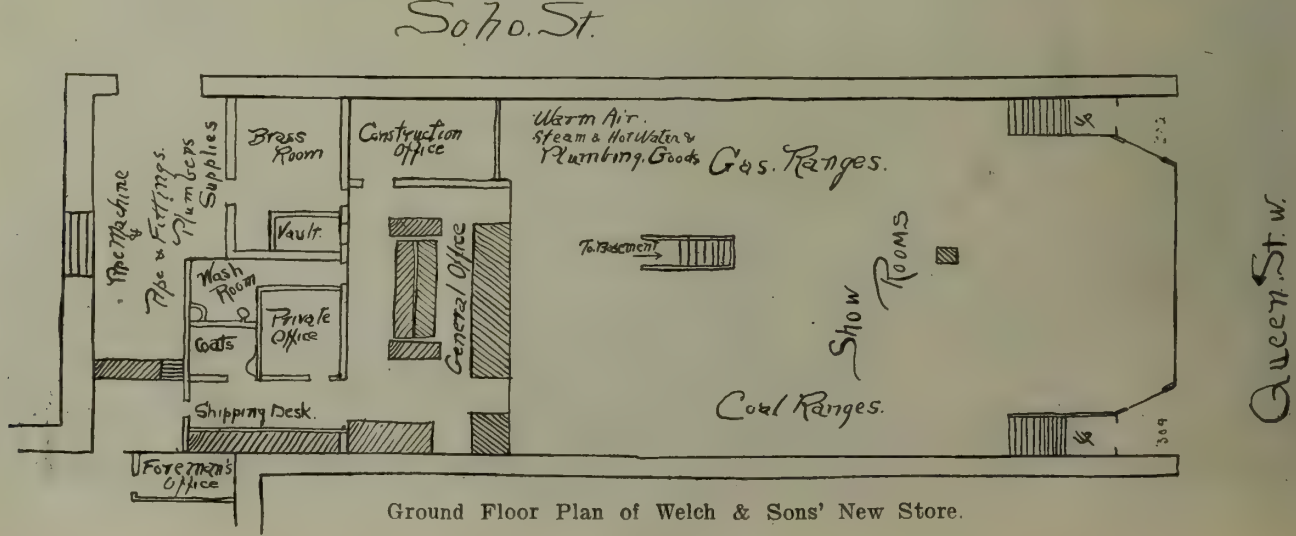
Canvassing Started.

During the past fortnight they have inaugurated an outside sanvass system, which bids fair to bring splendid results. Two competent men have been added to the staff for this purpose. They will devote their time wholly to outside work, following up prospects and "digging" for new business. Both men have had experience as outside salesmen in kindred lines.

This is the first time that Welch & Son have taken up outside canvassing and they are confident that they will get satisfactory results.

Checking up Material.

In the plumbing and tinsmithing departments, a system of checking material is used which obviates all possibility of loss through carelessness. In a large shop serious losses are bound to occur if some method is not devised to check up and charge all the material that goes out. Furthermore, it is not an uncommon experience to have material left on the ground when jobs are completed through the forgetfulness or carelessness of employes.



Ground Floor Plan of Welch & Sons' New Store.

The firm have now adopted the policy of issuing material through one man, who is detailed to look after that department. Before starting out to work, each employe secures what he requires and enters it all up on a slip with his signature. If at any other time during the day he finds that he requires more material, he either telephones or calls at the shop for it. These supplies are in turn entered up. At night, everything left over is taken back to the shop and credited.

By following out this system it is possible to account for every foot of pipe and every joint that goes out of the shop. Each job is thus charged fairly and accurately with the material used.

Getting Best Results.

As a result of the progressive methods they have adopted, Welch & Son are getting wonderful returns. They sell stoves all the year round. At the present time they are selling a certain number every day, despite the fact that in the opinion of most stove dealers it is impossible to dispose of stoves during the summer months.

Hardwaremen Should Handle Electrical Goods

"Flashlights" and Electric Fans Have Much to Recommend Them—How Some Dealers Have Gone About Selling Novelties—Department Requires Attention.

The handy "flashlight" has gained a tremendous vogue in the United States. People carry pocket flashlights as readily now as a watch or a penknife. It is found to be quite as handy as either under some circumstances and consequently has become more than a fad. It is quite possible that some day it will be regarded as a necessity. All hardware stores carry goods of this description and find the demand heavy and consistent.

Electrical novelties are not nearly as well known in this country but they are gradually coming to the front. It is a reasonable assumption that the time is not far off when they will be quite as much in demand here as on the other side of the border line. In the first place, the usefulness of electrical articles is bound to bring them into favor sooner or later. Take the pocket flashlight, for instance. By pressing a spring, a light is secured sufficiently large to serve if the holder is visiting the cellar at night or has lost something on the road or in a hundred and one cases where it is necessary to look for some article in the dark. If a billiard ball bounces off the table and rolls to a secluded corner, it is not necessary to grope under the couch with matches or turn the furniture upside down in order to find it. The flashlight locates the lost articles without any delay. If a farmer goes to the barn at night, he does not need to light a lantern. By the light this little pocket instrument affords, he can do all his chores quite comfortably and with no danger of fire.

The flashlight has other advantages to offer aside from expediency. It does away with all danger of fire. In households where it is necessary to carry a lamp or to light a gas jet in order to visit the cellar at night, there is always some danger. The farmer knows the danger of carrying lights to a barn and should therefore be one of the first converts to the flashlight. At the same time, it sells at a price, which places it within the reach of all and it is of such convenient size that it can be carried conveniently in a coat pocket.

Other Electrical Novelties.

There are other electrical goods which have quite as much to recommend them to public favor. The electrical toaster is a handy article, which now retails at a popular price. In all places where it has been offered, it has proven one of the very "best sellers." Electrical irons are also coming in and at the present time a splendid opportunity is presented to handle small electric fans for household use.

A Good Sale.

In the Rice Lewis retail store on King West, Toronto, an especial effort has been made to sell electric fans during the past fortnight. A supply has been kept prominently to the fore and one window has been used to display them. Aided by unusually warm weather, the staff have succeeded in selling a large number of the fans.

There is, undoubtedly, a great opportunity for business in this one particular line. The retail price of the fan is sufficiently low to bring it into popular demand, if the dealer only realize the wisdom of pushing this line. The writer recalls a case where a hardwareman last year worked up a splendid business by sending out a circular to a number of his well-to.do customers. A picture of a family at the dinner table was shown, with an electric fan in the centre of the table, wafting a current of cool, refreshing air in all directions. Under the illustration had been printed: "Eat your meals in comfort." A bright talk followed, touching on the great comfort to be derived during the summer by using an electric fan. By computing the number of hours that it would run and comparing the time with the price, it was demonstrated that it cost in reality only a small fraction of a cent per hour.

A great many sales were made as a direct result.

A Help to Salesmanship.

By placing fans on the top of showcases in the stores, the efforts of the staff to make sales in that line will be assisted materially. Customers enter from the hot streets and find the cool current from the fans very comforting.

"Hot day," remarks the clerk, as he attends to the wants of the customer, "We don't feel it much in here. You see those little fans keep the place as cool as a refrigerator."

"By the way," he remarks, later, as the customer is preparing to depart, "we are selling a lot of these fans for use in private homes. The price is very reasonable. Wouldn't you like to buy one?"

The customer has had an opportunity to compare the coolness of the store with the stifling heat of the streets and the unpleasant stuffiness of his home and office; he knows, therefore, that the article is one worth having. If the clerk is sufficiently adept in handling the subject, he will make a sale nine times out of ten.

Finds Department Profitable.

"I have handled electrical goods now for some time," said a hardware dealer the other day, "and they are highly profitable."

"I realize," he added, "that it is necessary to pay considerable attention to such goods in order to make anything out of them. When I first put in a stock of fixtures and electrical novelties, it struck me that they would sell themselves the same as any hardware line. Acting on that supposition, I let things drag along and, as you may suppose, sales did not come very fast. People did not know I handled such goods, I suppose. At the time I did not realize that and pretty soon I became discouraged and nearly convinced that the hardware store was no place for electrical goods. Before giving it up, however, I decided to see what a little boosting would do and I started to feature the goods. Well I am in the business yet and intend to stay. I have a splendid trade now both in fixtures and novelties."

This would apply in practically all cases. In order to make a real success of selling electrical goods, it is necessary to do considerable "missionary" work. Being somewhat in the nature of innovations, they require expert exploitation. After they have been given a good introduction to the public and their usefulness has been demonstrated, the the goods will sell themselves.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland

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Canada and United States, $2; Great Britain, 8s. 6d.; elsewhere, 12s.

PUBLISHED EVERY SATURDAY

ANOTHER RECORD IN BUILDING PERMITS.

That Canada is still experiencing her growing time is amply shown in the monthly reports of building permits issued by the principal cities.

The report for May is especially gratifying, showing as it does an aggregate from the different cities reporting, 84.2 per cent. in advance of last May's figures. Some of the cities report phenomenal increases, Guelph heading the list of percentages with an increase of 1215.9 per cent. Prince Albert stands second, with an increase of 740.2 per cent., and Calgary's record is 604.7 per cent. ahead of last May. Windsor scores an advance of 223.4 per cent.

In actual figures, Calgary has outstripped every other city in the Dominion, May's building permits in that city having reached the colossal total of $3,700.000. Toronto, with an aggregate of $2,643,755, stands second, and Vancouver third, with $2,488,050. Winnipeg reported permits amounting to $2,229,480, and Montreal $1,703,140.

Decreases are reported from only four important centres, and in one case the decline was infinitesimal. Port Arthur shows 67.7 per cent. less building permits than May, 1910. Fort William has a decrease of 55.1 per cent., and Stratford reports a decrease of 53.3 per cent. The other decrease is reported from Montreal, but is really negligible, as it amounts to only 0.3 per cent. All the other cities can show substantial increases.

A very satisfactory feature of the situation is that a good proportion of the smaller towns throughout the country also report brisk building operations, and there is no question about the prosperity of the building trades at the present time.

There is no line of business so deeply interested in building expansion as the retail hardwareman. Building means the consumption of countless articles which are handled by the hardware store, and readers of this paper will have special reason for congratulating themselves that Canada keeps on growing.

THE EARLY CLOSING MOVEMENT.

If reports from different sections of the country are to be accepted as indicating the general trend, hardware dealers are gradually breaking away from the custom of remaining open every evening, all the year around. The tendency to close down at a more reasonable hour is a sensible one, and it is hoped that the idea will meet with universal acceptance.

It has been and still is, the custom in many sections to keep open every evening until ten or eleven o'clock. This rule is not confined to the small towns and rural communities by any means. In some parts of Toronto, the hardware stores are open for business from early dawn to late at night. It is doubtful if the dealer who thus makes himself a slave to his business gets any farther ahead as a result of his long hours and steady application.

In a strictly factory section, it is possible that the evening trade is of such proportions that the hardware dealer cannot afford to close, but in a great majority of cases, it is possible to get customers into the habit of doing their shopping during the day. We have yet to hear of a case where business has been lost as a result of a store being closed at a reasonable hour.

It is very frequently the case that one merchant remains open because his competitors do. There is a marked tendency now for the dealers in each community to mutually arrange on an earlier hour of closing. This is very gratifying, as it evidences the better feeling between competitors which is becoming a feature of present trade conditions. The good work is only in an embryonic stage, however. A wider application of the early closing rule, particularly during the summer months, would prove a great benefit.

THE DEMONSTRATION IDEA.

Readers of Hardware and Metal cannot fail to have been impressed with the progress that has been made by the demonstration idea, during the past few months. This scheme, though an old one in the grocery and dry goods lines, is a comparatively new one in the hardware store, the hardware dealer having previously been of the opinion that there was little in his store to demonstrate.

Demonstrations seem to make a special appeal to the feminine mind, and, where they have been tried, it has been found that they were the means of getting unusual numbers of women, into the store.

Demonstrations of stoves have been very successful where they have been tried, possibly the greatest hit having been made with oil stoves. In nearly every case, sales have resulted on the spot, from the demonstration of these stoves in actual use. No amount of talk could have so fully convinced the cautious housewife that it was possible to manufacture oil stoves which were safe, free from odor, and good cookers.

Paint and varnish specialties have been introduced in many localities, in much the same way. People have been brought into the store by advertising the demonstration in advance, and have been shown what could be accomplished even by inexpert hands, in brightening up furniture, graining and varnishing floors, and improving the appearance of many articles around the house.

A MULTIPLICITY OF HOLIDAYS.

Retail merchants in general have been somewhat disorganized by the numerous holidays which have been proclaimed during May and June. Victoria Day and the King's Birthday came very close together, and, in the majority of towns, either one of them was celebrated in a more or less perfunctory style, without business being completely shut down. Similarly, Coronation Day and Dominion Day coming within ten days of each other may prove somewhat unpopular among business men, especially as Dominion Day happens to fall upon Saturday.

In connection with Dominion Day, there seems to be some little doubt as to whether it should be observed on Saturday or Monday. This is really a serious question with the average retailer, especially in towns which are

situated in rural districts and depend largely upon the farm trade. In such places, Saturday's business generally exceeds that of all the other days combined, and it is easy to understand that merchants would be loathe to lose a heavy day's trade. The situation is complicated by the fact that the merchants do not appear to have taken concerted action anywhere in deciding upon whether Saturday or Monday shall be observed as a holiday. Neither have any dealers advertised their intentions, at time of writing.

Of course, Saturday is the Bank Holiday, and, such being the case, it is unreasonable to expect that the usual number of customers would come to town, or that their purchases would be as heavy as under ordinary circumstances. Thus, dealers who close on Saturday, as the majority will probably do, should not consider that they are really losing the trade of the best day in the week. Rather let them join heartily in celebrating the natal day of the Dominion of Canada—the day from which the prosperity of British North America may be justly dated.

TIME FOR ACTION AT HAND.

Toronto jobbing houses report that they are still compelled to refuse orders for revolvers as a result of the uncertainty which exists as to interpretation of certain clauses of the new Offensive Weapons Act. Rather than risk infringing the terms of that rigorous measure, the wholesalers prefer to lose the business.

It is high time that this matter was straightened out. So far the provincial authorities have not given a ruling on the relation of the Act to the wholesaler and the latter is left in a quandary until such time as the legal aspects of the Act are interpreted. In a few weeks, the hunting season will arrive and the demand for the weapons, covered by the Act, will become heavy. If something is not done in the meantime, the trade will stand to lose heavily.

IMPROVING THE STOVE TRADE.

In the present issue, a description of the new stove store of A. Welch & Son, Toronto, is presented, together with some facts as to the methods pursued by this firm. The success of the firm presents in a strong light the truth that it is possible to keep the stove trade moving all the year around, in season and out. Welch & Son achieve this very desirable state of affairs by working just as steadily and aggressively during the slack seasons as they do during the busy spells. For instance, this spring they began a billboard advertising campaign and carried it on persistently through the summer months. Furthermore, they inaugurated in the month of June a canvassing system, placing two men on outside work. Is it any wonder that this firm have managed to make the retail stove trade an all-year-around business?

The hardwareman who handles stoves as a department of his business can achieve the same results in a lesser degree if he cares to display a portion of the same activity.

ROPE USED FOR FIRE ESCAPES.

A new law has been passed in New Brunswick, providing that, after August 1st, all hotels in New Brunswick must be provided with fire escapes, and that a coil of rope must be placed in each sleeping room.

As the new law will be rigidly enforced, it opens a field of which hardwaremen in the Province by the sea will not be slow to take advantage. It means that, in some towns, thousands of feet of rope will be required, as well as the regulation fire escapes, and there is no one better equipped than the hardwareman to secure orders for both these lines. A little personal work among the hotel keepers between now and August 1st should result in some good business being closed.

The mention of this law in New Brunswick, brings to mind the fact that there are many hotels in other parts of Canada which are inadequately provided with fire escapes, and which are not equipped with coils of rope in each sleeping room. It would be well for hardwaremen to make inquiries, and find out whether there are not some hostelries in their towns which offer opportunities for sales in this line.

POINTED EDITORIALS.

With record-breaking building operations in most sections of the country, the coming fall should witness an unusually heavy demand for stoves and furnaces.

* * *

Calgary must be awarded the palm for highest building permits in May. Nearly four millions in buildings for one month is a great record for Alberta's metropolis.

* * *

Announcements are heard every day of the establishment of new companies and the enlargement of old concerns. It is one of the surest signs of present prosperity.

* * *

That Canadian refrigerator manufacturers have not been able to fill the demand this year speaks highly for the country's prosperity, and the people's appreciation of comfortable living.

* * *

If the Gordon Nail Works were to establish a factory in each of the western cities which have laid claim to them, they would have more branch plants than any other manufacturing firm we know of.

* * *

That there is "nothing new under the sun" is demonstrated in the case of the new idea now interesting Old Country folks—paper-bag cookery. It has been shown that in many households food was cooked in bags as far back as fifty years ago.

* * *

"The time to advertise," says a business philosopher, "is when you want more business." As most hardwaremen could stand a great deal more business during the summer months than they usually get, this looks like a most opportune time to advertise.

* * *

For years Hardware and Metal's solicitors have endeavored to secure the advertisement of the Wilkinson Plough Co., Toronto. At last it has come—a full-page spread by the liquidator, advertising the assets of the business for sale. The moral should be quite obvious.

* * *

To sell stoves in summer time must sound on a par with the fabulous exploits of Sinbad the sailor or Baron Munchausen to some retail dealers, who shove their stove stock back into the warehouse as soon as the weather starts to show signs of humidity. But many progressive dealers are doing it right along.

* * *

Nearly every man is an inherent lover of fishing. The chances are that most of the managers, office assistants and clerks in your town will spend their vacation at some spot where they can enjoy their favorite sport. They are open to buy fishing tackle of the best variety. Why not make a dead set on their trade?

How Wall Paper Laid Foundation for Hardware Business

Montreal Firm Found Fancy Goods Unprofitable, But Retaining Wall Paper, Specialized on Household Utensils and Housecleaning Goods—This Concrete Example Contains a Suggestion of Value.

One of the bits of advice offered by J. E. Noiseux, of Montreal, on the subject of wall paper is to the effect "that paper well bought is half sold." And Mr. Noiseux ought to know having handled this line for many years. But before going into the subject of carrying wall paper, an interesting story may be told about the way this firm became dealers in hardware.

Handled Fancy Goods.

Mr. Noiseux at one time handled fancy goods in addition to wall paper, but the former line did not prove a success financially and it was abandoned. Retaining wall paper, it was decided to specialize, carrying anything and almost everything required in housecleaning and decorating. It is easy to understand just how this step was taken. Wall paper is the prominent article during the spring and fall housecleaning periods. It naturally suggests paint, whiting, coloring and all the other requisites.

Well, that was the beginning of the hardware business of L. N. and J. E. Noiseux and it has been most successful. As one of the proprietors stated to a representative of Hardware and Metal, their business is hardly that of hardware. Heavy goods or what is called heavy hardware is absent, but any article required in the household particularly of a "housecleaning" nature is carried and many other articles too, of a general character.

The Reason Behind It.

Mr. Noiseux possessed the idea that people wanting wall paper would also want whiting, or paint, varnish, brushes and any of the other articles that might be mentioned therewith. So beginning with a stock of this kind his business began to grow. Not only were his expectations being realized to the full, but customers began to enquire about stoves, washing machines, and irons, granitware kettles and many other articles that come under the heading of household utensils. Enter the store to-day and at the first glance, it looks the same as any other hardware store.

Built Up General Trade.

There are refrigerators, screen doors and wire, washing machines and wringers, and so on. On one wall there are the usual rows of drawers with one article securely fixed on the outside of each. Mr. Noiseux stated that in the miscellaneous small lines, the goods he carried were such as might be wanted in any household. Hinges, locks and bolts and many others, all comprise an extensive showing.

It will thus be seen that this firm specializes on one branch of hardware just as another might specialize in builders' hardware. This idea has been a success. It was the slow development of a fancy goods store into a hardware store. There could not be any more striking example of the value of wall paper as a special line and also of the need of close attention to the department in which it is so prominent.

It is surely apparent that in this district there was but little attention directed toward this feature of the hardware trade. Otherwise a fancy goods dealer could not have stepped in and achieved such success. And is it not just possible that in many places, particularly the larger cities, the same state of affairs is existing to-day, there being lacking only that foresight and business instinct that prompted Mr. Noiseux to venture into the hardware field. It is scarcely necessary to remark that he has only touched one department of the hardware business, and there is no doubt that even in his case there are opportunities of further improvement and advancement.

What This Teaches.

There are several lessons to be drawn from this experience. One is the fact that specializing in this way proved a success, and there are others, too, but the principal point is that carrying a line of wall paper was practically entirely responsible for the upbuilding of a successful hardware business. Mr. Noiseux dropped fancy goods. In this case at any rate fancy goods was not a live enough line to link with wall paper. He bethought himself of the idea of one department of hardware and acted upon this suggestion. He had a standing in the community as a dealer in wall paper. People came to his store just the same. They asked for the goods they wanted and enquired about others which were yet to be tried out. Thus did the firm take to handling stoves and such other lines that may be considered in the same category. In this way he built up a hardware trade with wall paper, paint and kindred lines, as the foundation or corner stone.

The average hardware man to-day has a paint department, but is it as progressive as he would like it? Is he satisfied with it? Would wall paper help him in any respect? Here is one business that it helped to build up.

There is something in the contention that the hardware store is the natural place for wall paper. The householder buys her paint, putty, brushes, varnishes, etc., in the hardware store and practically only one other article remains to complete her list—wall paper. Throughout the country some hardware men are making a real success of this business. Others are making but a fair business of it and others, again, are contented to let the fancy goods man or some other merchant look after it. This other merchant is getting the woman customer into his store during many a mid-week afternoon. On Saturday she tells her husband or the painter to go down to the hardware store for the paint and other requirements for some work about the house. Is this not the case? It is an exact statement of the conditions in more than one town between Halifax and Vancouver, and still the hardware trade recognizing the importance of women taking a greater interest in their stores. Wall paper is just another kind of bait that may help solve the problem for some member of the trade and at least demands a little attention from those who have thus far decided not to take it up.

NAIL WORKS FOR SASKATOON.

Saskatoon, June 29.—An agent of the Gordon Nail Works was in Saskatoon last week, negotiating for the purchase of a suitable site upon which to establish a branch of the firm he represents. It is understood, that prior to his leaving, a desirable corner in the down town section of the city had been obtained, and that there would be something materialize within the next few months.

PUSH CAMPING STOVES.

In connection with the camping and fishing season a good serviceable and handy stove is something that will be welcomed by many who spend some of their summer days back with nature. The hardware man with a good showing of fishing tackle, arms and ammunition and such articles for outdoor use has a particularly good opportunity to show to customers who enquire for these goods anything that will make the outing more pleasurable. A camping stove is only one article and it requires no feat of salesmanship to interest a man who is going on a fishing trip or merely out for a holiday in an article that he really needs. The hardware man surely recognizes the opportunity thus presented.

Twenty Years Ago
In the Canadian Hardware Trade

The following items are taken from Hardware & Metal, issue of July 4th, 1891:

"A lamp exploded in Harry Collins' hardware store, 10 Adelaide street, west, Toronto, on Friday afternoon, and did slight damage."

Editor's Note.—It is interesting to note that this same store, after having been a part of Ryrie Bros.' jewelery establishment for years, is again being fitted out as a hardware store by the new firm of Freek, Clark & Co. They will specialize on builders' hardware.

"A. C. Leslie & Co., Montreal and Toronto, whose advertisement appears for the first time in Hardware and Metal this week, are agents for several cutlery firms, chief of which are Joseph Rodgers & Co., and E. M. Dickinson, both of Sheffield. Mr. Leslie himself has charge of the head office, and his son looks after the Western business, with his headquarters at 18 Front street, West."

Editor's Note.—A. C. Leslie & Co., of which W. S. Leslie is now president, have been continuous advertisers with Hardware and Metal, ever since the first insertions referred to in the above extract. The firm are now metal merchants exclusively, the agency for Joseph Rodgers & Co., having been assumed by Jas. Hutton & Co., Montreal, and that of E. M. Dickinson by Dorken Bros., Montreal.

"The SS. Montevidian on its way from Liverpool to Montreal, caught fire and narrowly escaped destruction. She had 12 tons of Curtis & Harvey's sporting powder for Rice Lewis & Sons, Toronto. The powder, however, arrived safely and is now in their magazine near Toronto."

"The London plumbers want a nine-hour day and 25 cents per hour. Presidence Spence, Toronto Union, attended the journeymen's meeting, Tuesday night, and promised them the assistance of the United Association, in securing their demands. The union numbers 14 members and there are four employing plumbers in the city."

Editor's Note.—Master plumbers, today would consider their journeymen very modest indeed, if they were content with the above conditions. The growth of the plumbing trade in London has been very great since the time when the union numbered 14 members and the master plumbers 4.

Hardware Letter Box

Counter Check Books.

D. Tieman, Dashwood, Ont.—"I will want some counter check books shortly. Will you kindly tell me where I can get some ?"

Appleford Counter Check Book Co., Hamilton ; F. M. Burt & Co., Toronto. —Editor.

Acetylene Machines.

MacLeod Hardware Co., MacLeod, Alta.—"Would you be kind enough to let us know the names of some acetylene gas machine works ?"

Canada Producer & Gas Engine Co., Barrie, Ont. ; Keith & Fitzsimmons Co., Toronto ; Shawinigan Carbide Co., Montreal ; Siche Gas Co., Toronto ; Beach Foundry Co., Winchester, Ont.—Editor.

Hammers.

Stedman Bros., Brantford, Ont.—"Will you kindly supply us with the name of a hammer manufacturer, preferably in Canada."

Jas. Smart Mfg. Co., Brockville, Ont ; Whitman & Barnes Mfg. Co., St. Catharines, Ont.—Editor.

Barn Door Hangers.

J. T. Holmes, Whitchurch, Ont.—"I have been looking for the advertisement of Cannon Ball Barn Door Hangers lately, but cannot see it. Can you give me the address of the makers ?"

Hunt, Helm, Ferris & Co., Harvard, Ills.—Editor.

Punch for Marking Cattle.

Tedford Bros., Alvinston, Ont.—"Where can we procure a small hand lever punch for punching holes in the ears of cattle and sheep, to mark them ?"

Hamilton Stamp & Stencil Co., Hamilton ; F. G. James, Bowmanville, Ont.—Editor.

Corrugated Culverts.

T.H. & B. Ry. Co., Hamilton.—"Kindly advise us the names of the manufacturers of corrugated galvanized pipe manufactured for culvert work."

The Pedlar People, Oshawa ; Canada Ingot Iron Culvert Co., Guelph ; Corrugated Culvert Co., Stratford.

Buttercup Churns.

Brocklebanks, Limited, Arthur, Ont.—"Can you let us know where the buttercup churn is made, or any churn similar to it ?"

Could any of our subscribers give us this information ?—Editor.

Sash Pulleys.

Munroe & Zavitz, Wallaceburg, Ont.—"Will you please advise us through your paper, the name and address of the firm that manufacture 'Ottumwa' sash pull-up."

Johnston & Sharp Mfg. Co., Ottumwa, Iowa.—Editor.

SOME U. S. PLANTS OPERATING TO CAPACITY.

Cleveland, O., June 29.—The Iron Trade Review to-day says :—The first half of the year closes with new orders and specifications in some branches of the local iron and steel trade, notably structural steel, sheets and rails, coming in at a more satisfactory rate than at any time for several months. However, prices of billets, sheet bars, steel bars, bar iron, sheets, plates, structural steel and shafting are from $1 to $4 a ton lower than at the beginning of the year. The market as a whole has shown a steady improvement since early in June and at least one or two large steel companies are operating practically to capacity this week. One company reports that mill orders for rails and semi-finished steel this month will show a gain of from 40 to 50 per cent. over May and some sheet manufacturers report that bookings in June have been heavier than for any single month in more than a year. Sheet and tin plate manufacturers have renewed the 1910-1911 wage scale, and this is regarded as an indication that manufacturers of sheets look for a still further improvement and higher prices, as to-day's prices are from $4 to $5 a ton lower than a year ago, when the present scale was signed. A number of mills will close down for a brief period beginning June 30.

Contracts for furnace coke involving upward of 250,000 tons for last half shipment were closed by Pittsburg sellers during the week.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

LATHE DOGS AND CLAMPS.

Booklet No. 5, issued by Armstrong Bros. Tool Co., Chicago, describes their line of drop forged lathe dogs and clamps. The booklet contains only eight pages, but it has a lot of good information and cuts. Price lists are given for each article described

Features of Boards of Trade Convention

Illustrations That Will Interest Western Readers — Portraits of Prominent Officers.

Owing to Coronation Day occurring last week, some of the cuts which were intended to illustrate the report of the Associated Boards of Trade convention, did not come to hand until Hardware and Metal had gone to press. They were, therefore omitted from the report but, as Western readers will find them very interesting, we are reproducing them on this and the following page.

Important business interests are each year represented at this convention and problems peculiar to Western Canada, are discussed in a most intelligent manner. The Associated Boards of Trade are undoubtedly gaining in prestige, as is evidenced by the fact that the Fort William Board of Trade sought and gained admission to membership this year, and the affiliation of British Columbia Boards is now anticipated.

Why Retailers Lose Trade to Mail Order Houses

Question Practically Discussed by Western Retailer Who Served Two Years in a Mail Order House—Fault Lies Largely With Retailer—Should Advertise Himself and Not Knock Mail Order Houses.

The fault lies, to a great extent, in the retailer himself, in this way: that he is continually knocking the mail order houses. If you walk into the average

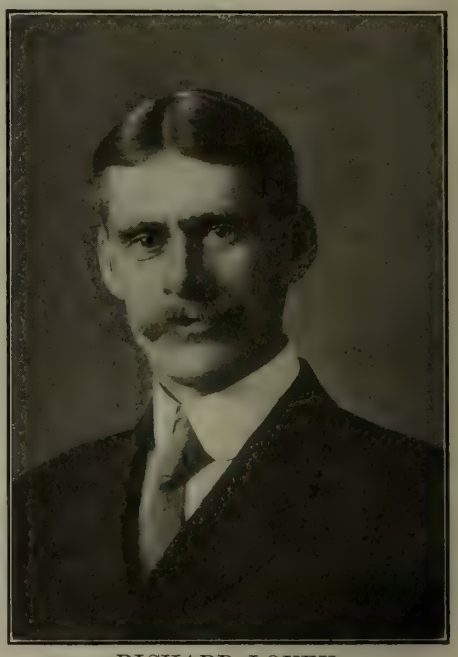


Group of Delegates in Front of Y. M. C. A., Lethbridge.

he does not make enough use of printers' ink, and also in the very fact that retail store to buy an article and quote a price you have seen in a mail order catalog, nine cases out of ten, this retailer starts to complain of this house, and no successful salesman, as a rule, ever cries down a competitor's line, as it only tends to create greater interest. On the other hand, the retailer



Wholesale Section of Lethbridge.



RICHARD LOVEY,
Moose Jaw, Elected 3rd Vice-President Associated Boards of Trade.

should not even pay the slightest attention to his competitor, but sell his goods, keeping the following points in view:

1st. Quality, as a rule, is always better in any line sold through the legitimate channel of a jobber or dealer from that sold by a mail order house. To prove this, you do not see the mail order



G. E. CARPENTER,
Winnipeg, Expert on Freight Cars and Telegraph Tolls at Lethbridge Convention.

house advertising or making a leader of well known brands of hammers, saws, shirts or soaps, because as a rule mail order houses aim to advertise under their own name, so as to get a brand or

quality to suit them. For instance, if you purchase a shirt from a mail order house you will find that there is generally a great deal less material used than there is in standard brands. A strong advertising feature of the mail order house is to take one particular item in each department, sell it at cost, feature it up prominetly by the use of a large illustration, and putting the price in large type, which makes the consumer believe that all their prices in this dept. are correspondingly low. Then, on the other lines in the department prices are very little, if any, below what local dealers can sell them for. There are standard lines which the mail order handles because it helps



A. A. WILSON,

Elected Fourth Vice-President Associated Boards of Trade of Western Canada.

them get their trade on other lines, and on which they do not make enough profit to pay for the handling.

2nd. Do not start drilling patriotism into a man, and telling him he ought to deal locally and support his own town, instead:

3rd. Show him the many advantages gained by dealing locally, such as better service, standard goods, the trade-mark which means satisfaction, and, in case of complaint he can always call on you and get it adjusted without any difficulty. And on such lines where he is liable to need repairs, tell him that he can get them from you without any trouble, and have none of the worry and expense of express charges and troublesome waits.

4th. If your customer wants a special article, get it for him, do not tell him you do not stock it. This is one reason why the mail order house gets a lot of trade you should have. It prompts the man to send a large order to get this very item, because he needs it and you won't get it for him.

5th. Get a list of names of all the farmers and householders in your vicinity (same as a mail order house does) and when a manufacturer sends you printed material on a certain line, make use of it, and on seasonable goods circularize these people with a printed list. Be sure to put your prices in plainly, telling them what you have for sale.

6th. Use your local newspaper. Remember, it is the publicity that creates a demand for your goods, and, if necessary, take certain lines and make the prices attractive enough to induce the mail order buyer to enter your store. And when he does call, make a friend of him and treat him in the same manner as a catalog house treats him. That is, to sell him what he wants, and make him believe that you have an interest in him.

7th. Get the manufacturer to direct his advertising to the consumer.

8th. Remember that it does not pay to sell a cheap article, as it is the dearest in the long run, and tell your customers that the cheapest article for them to buy is the one that will last longest.

9th. By co-operation with your fellow merchant and jobber endeavor to induce the double dealing manufacturer to maintain a uniform resale price on his article. There are manufacturers who may be induced to desist selling to catalogue houses altogether.

"M. O."

CHROMIUM ALLOYS IN CUTLERY MAKING.

The recent successful production of cobalt-chromium alloys, and the value of these alloys for small cutting tools, is described in the annual report of Arthur D. Little, Inc., of Boston, as official chemist to the American Brass Founders' Association.

The hardening effect of chromium when added to steel is well known, and it is only recently that it became known that it produced the same effect when added to metals other than iron. An alloy of 75% cobalt and 25% chromium is tough and malleable and can be hammered into thin sheets at bright red heat without cracking. Its most important property is its extreme resistance to corrosion. The importance of this alloy is best shown by the inventor's own words. He says: "I believe that the alloy of cobalt and chromium is the only non-ferrous alloy that combines the cutting qualities of steel with the non-tarnishing qualities of gold and platinum, that can be made in sufficient quantity and at a price that will permit of its general use for small cutlery, such as pocket knives, table knives, fruit knives, carvers and surgical instruments."

In this connection, however, it should be noted that an alloy of chromium and nickel has been patented which is claimed to possess similar properties to the cobalt-cromium alloy. Razors and table knives have been made from it with success, although its principal application appears to have been as a bearing metal.

The results so far obtained would strongly indicate that many new and valuable alloys can be made with chromium and justify considerably research along this line.

Western Provinces.

John Murchison is opening a hardware store at Conquest.

Calgary is the latest point to claim the Gordon Nail and Wire Works.

S. T. Kempthorne, Saskatoon, is increasing the capacity of his hardware store.

A change in ownership is reported in the Hill & Morey hardware business at Langdon.

W. Cheeseman has opened in the hardware and implement business at Vandura, Sask.

F. H. Joesting, of the Marshall Wells Hardware Co., St. Paul, is in Saskatoon, on business.

J. S. N. Dougall, of the Dougall Varnish Co., Montreal, is just completing a tour through the four western provinces.

W. P. Fowle, formerly of New Westminster, who is conducting a hardware store at Salem, Oregon, is reported to be seriously ill.

W. Powers has purchased the tinshop business of L. F. Heartwell, Roselawn, Sask., and is building a new shop next to J. Torry's livery barn.

On the occasion of the departure of Jas. W. Jamieson, superintendent of the R. C. Jamieson Co., Montreal, paint and varnish makers, he was presented with a handsome morris chair.

Clare & Brockest, representatives of Clare Bros., Preston and the Metal Shingle and Siding Co., also of Preston, will build a large warehouse on May Street, Point Douglas, Winnipeg.

G. T. Berry has started the Strathmore Hardware Co., having taken over the hardware department of the Strathmore Trading Co. Mr. Berry hails from Pincher Creek.

N. Molstad and S. Lomness have taken over the hardware stock formerly owned by J. A. Kirkpatrick & Co., Bawlf, Alta. M. Molstad is enlarging his store building and the stock will be moved thither as soon as possible.

Midsummer Hardware Advertising

Do Not Slacken Efforts to Create Business During Hot Weather—Possibilities in Peculiarly Hot Weather Goods—Dealer Must Overcome Lethargy of Public to Get Business.

It seems to be an accepted dogma in the world of retail merchandising that the mid-summer months are bound to be quiet ones for business. Just why this opinion should be so widely held, it is hard to say. This is a season of the year when everyone is well employed, and, indeed, the demand for labor generally exceeds the supply. Money should, therefore, be circulating as freely as at any other time of the year.

Not long ago the advertising manager of a large New York department store, approached the president and asked for a large appropriation to be spent during the summer months. The president stared aghast at the figures.

"Why," said he, "there's no use advertising heavily in the summer. Everybody is away."

"Yes," replied the advertising manager, "everybody is away, except 98 per cent." And he proceeded to prove that only 2 per cent. of the city's population were continuously out of town during the mid-summer. The result was that the advertising manager got the appropriation.

Summer Provokes Lethargy.

If an investigation is made, it will be found that the conditions mentioned above are true of practically every town and city on the map. A certain number of people undoubtedly leave town to spend their vacations, but their absence in the majority of cases, would not be for longer than two weeks, so that, at any given time during the summer, there should be 98 per cent. of the people at home, with money to spend.

Why is it, then, that there is, under normal circumstances, a falling off in the store's business in mid-summer? Simply because the hot weather induces a disinclination on the part of the public to do anything which is not necessary or is not strongly advisable.

It naturally follows that, as a remedy for mid-summer slackness, the dealer should adopt strong measures to overcome the lethargy of the public, and induce them to purchase the articles which would add to their comfort or convenience. Along this line, the most promising policy is to put even more than the accustomed amount of energy into the store's advertising. The best advertised stores are those which suffer the least from mid-summer slackness.

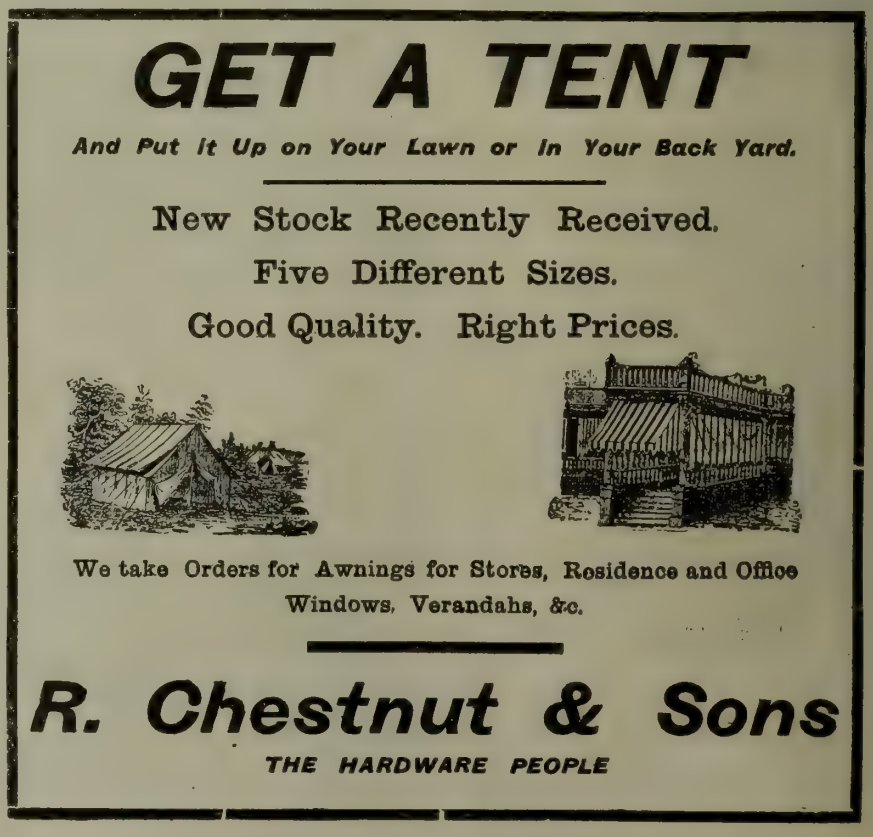
In order to make the extremely hot weather more endurable, many articles have been invented which find their best avenue of distribution through the hardware store. They are not necessities, and, without being energetically pushed, only a small proportion of the output would be sold. They are not the kind of goods that most people come into the store and ask for. They are not bought until the public are educated to the belief that they are needed, and the best way to educate the public along this line is by aggressive advertising.

Tents and awnings are decidedly in this class. A tent in the yard adds to the appearance of the grounds, makes a fine play-house during the day and the best of sleeping accommodation at night. Awnings on the house give it a cosy and comfortable appearance and make even the sunniest rooms and verandas quite comfortable throughout the summer. Yet there are few people who would think of buying tents and awnings without being stirred up to do so, from some outside source.

Recognizing this fact, R. Chestnut & Sons, Fredericton, N.B., are using good space in the newspapers to call attention to the tents and awnings which they handle. One of their advertisements is reproduced with this article. It has much to recommend it. The headline is forcible, the cuts decidedly inviting, and the text matter is brief and to the point. It may be just a little too brief and too indefinite. It could have been made very effective by selecting some particular tent suitable for use in city lawns, and describing fully its essential details, taking special care to quote a price. This idea, we think, would have had the effect of turning mild interest into a desire for possession. We believe strongly that retail advertisements should always put forward some definite proposition.

Goods That Need Advertising.

Any article which may be classed as a luxury is in special need of advertising, for the public need to be made fully aware of its advantages, before they consider it worth purchasing. This is particularly the case in the summer when there is a natural disinclination to even go to the trouble of visiting the shopping district. Therefore, sum-



Sample of a Forcible Head-line.

mer specialties should have the cleverest possible advertising to boost their sales. The fact that the people are right on hand to buy what they want, is an added incentive.

Many articles of this class are handled in practically all hardware stores. Refrigerators, ice cream freezers, coal oil stoves and window screens can scarcely be termed, absolute necessities, yet they are wonderful aids to comfort in hot weather. Lots of people who do not use any of these articles could no doubt be induced to purchase them by calling their attention either personally, or through the newspapers, to the advantages they possess in summer, and their real economy, considering the results they accomplish. No dealer can get the best out of his seasonable summer lines without advertising them.

Advertising Garden Hose.

Stanley Mills & Co., of Hamilton, are good and consistent advertisers. Their ads. are always well illustrated and convincingly worded, but the garden hose ad. reproduced on this page, is one of the best they have yet accomplished. This is part of a full page spread used in a recent issue of the Hamilton dailies.

Readers are immediately attracted to this paragraph, not only because of the neat cut of hose and hose reel, but also because of the headline which promises a suitable premium with each fair-sized purchase of hose. The paragraph is most entertainingly written, and is such as would convince many readers that they should buy their hose at the Stanley Mills store. Another paragraph of this same ad. gave a good talk about a certain lawn mower on which the firm were making a special run. The offer was made of a grass clipper free, with each lawn mower purchased. The whole ad. was attractively laid out, and should have been a good result bringer.

A Good Point to Make.

The discomfort of shopping is probably what keeps a good many people from buying during the mid-summer months. This is just where the hardwareman can make a good point in his advertising. Most hardware stores are large and airy—much more so, for instance, than the average ice cream parlor. Let the people know this through your advertisements. If the store isn't roomy and well ventilated, see if this defect cannot be remedied without much expense, and then tell the public how comfortably cool they will find your place of business. "Buy Hot Weather Needs In Our Cool and Airy Store" would be a good slogan to adopt.

Enough has been said to show the wide-awake hardwareman that the summer months when most retailers let up in their advertising, offer a splendid opportunity for pushing his business. If there is as much money on hand as at other seasons, and other lines of

A Good Hose Reel FREE With 50 ft. Length of Hose Monday

Our Guaranteed 4-ply Hose Is By Far the Best Kind to Buy



We threw out the three-ply hose some time ago and do not sell it at all now—because it was not a satisfactory article for anyone to buy, and therefore, not a satisfactory line for this store to sell. It would not be a good investment, at even less than the price it was sold at.

For only two cents a foot more, we sell the 4-ply Hose with an extra heavy inner tube, and GUARANTEE it against any imperfections.

The price is 12c a foot—in 12½, 25, 37½ and 50-foot lengths. On Monday, with every 50-foot length of this hose, we will give FREE, a first-class revolving hose reel, with castors—a necessity for keeping your hose from getting kinked or rotted; this is our 85c reel. Be sure to get one Monday.

Couplings are given FREE with any of the above lengths.

Corrugated Hose sells at fifteen cents foot.

This Kind of Talk Should Sell Garden Hose.

business are not reaching out for it in the same way, there is ample room for the hardwareman to boost his hot weather goods.

WHAT CLERKS ARE DOING.

W. Hagar and Albert Taylor, of the Geo. Taylor Hardware Co., New Liskeard, have been in camp at Niagara.

The staff of James & Reid, Perth, recently met in the rest room and presented one of their number, William Howie, with a complete set of kitchen utensils. Harry Warren, on behalf of the firm, presented Mr. Howie with a set of silver knives and forks. An address was read and most of those present had something to say. It is hardly necessary to explain the reason for the presentation.

DEFINITION FOR SUCCESS.

Success is not measured by measurement or weight, nor is it always one size. It is as applicable and profitable to the small merchant as to the larger one. It is a fixed thing, yet it is elastic enough for all who have earned the right to its title.

Hardly no greater honor could be bestowed upon a man born of parents whom he never knew, and as a boy, taken in charge of by a man with a God-fearing heart, who bestowed his honorable name upon him. The future, however, was before the boy, but he at once began to dig for success, showing his appreciation to his benefactor by close application to the opportunities given and hard work. This young man is now the governor-elect of the commonwealth of Tennessee, and demonstrates the highest kind of success which is also possible in commercial lines.

Get the public into your confidence, so it will be unnecessary to hang up a big guarantee sign. If you have its confidence such a sign is unnecessary, because they know your goods are right before they buy, but if any mistake has been made it will be rectified promptly.

THE SALESMAN'S CREED.

I believe in the goods I am selling, in the firm I am working for and in my ability to get results.

I believe that honest goods can be sold to honest men by honest methods.

I believe in working, not waiting; in laughing, not weeping; in boosting not knocking; and in the pleasure of selling goods.

I believe that a man gets what he goes after; that one order to-day is worth two orders to-morrow; and that no man is down and out until he has lost faith in himself.

I believe in to-day and the work I am doing; in to-morrow when it comes and the work I am to do; and in the sure reward which the future holds.

I believe in courtesy, in generosity, in good cheer, in kindness, in friendship, and in honest competition.

MODERATE IMPROVEMENT IN U. S.

Cleveland, O., June 22.—The Iron Trade Review to-day says:—There has been a moderate improvement in the iron and steel market during the week. Specifications against contracts previously made are considerably heavier and there has been a fair gain in strictly new business, particularly in rails, sheets and steel bars. While some of the orders now coming out were held back on account of the uncertainty regarding the price situation early in the month, the new business is coming from a greater number of sources and the character of buying, as well as the nature of fresh inquiries for pig iron and finished steel, apparently has restored confidence on the part of both buyers and sellers. The price situation is causing little comment as it is now generally believed that the bottom has been reached. Improvement from now on is expected.

Beaubier Bros., of Brandon and Saskatoon, have purchased the corner of High Street and Eighth Avenue, Moose Jaw, Sask., as a building site for the 5-storey hotel which they intend to erect at once.

News and Methods of Canadian Hardwaremen

Scheme for Increasing Sale of Fishing Tackle—Meeting Mail Order Competition Squarely—Taking Advantage of Local Enthusiasm to Sell Baseball Goods.

UNIQUE LAWN GOODS DISPLAY.

Montreal, June 29.—A neat arrangement of seasonable goods is being shown in the window of Omer de Serres, St. Catherine street. The whole display is divided into several sections but this one in particular, an arrangement of lawn goods, gives evidence of more than ordinary care. It might be described as follows: At the rear is a hose reel with sufficient hose unwound to form a fairly large circle on the floor of the window. Within this boundary of hose is the representation of a lawn. It is a covering of moss and is decidedly real. A watering can is suspended five or six feet above the window floor with the spout pointing downward, just over the little green plot. From each opening in the spout of the can extends a wire to the patch of supposed lawn where it is looped around a tack. Thus the combination is a good representation of a water can in action. The wires are drawn rather taut and the impression is capably made. In the back ground are several lawn mowers and a few other articles of lawn service are noticed.

The window was prepared by C. J. Lepage. To Hardware and Metal he stated that he had taken particular pains with the arrangement of the tacks to which the wires are attached. The idea thus conveyed is the manner in which the spout distributes the water. The whole arrangement is neat and attractive, besides it is out of the ordinary. The tacks in the floor of the window are of course hidden beneath the moss. Mr. Lepage has secured as much effect as possible out of the idea.

This subdivision of the window has alone brought good results during the past three weeks since its preparation, and it is still attracting the attention of the public.

A CLEARANCE SALE.

Rouleau, Sask.—Big sales are being held by J. B. Wilson, who bought out Moore Bros.' store. He is offering 25 per cent. off the regular price on all hardware and intends to clear out the old stock entirely. Crowds continue to throng the store and the staff has been enlarged to meet the demand.

ON A CASH BASIS.

Courtright.—J. T. Locke has opened a hardware store here, having purchased the stock of J. W. James. He is opening in the Bedard block and intends to run his business on a strictly cash basis. This he has announced in his ads. in the local papers, in which he asserts that he will allow no credit under any circumstances.

Mr. Locke is proprietor of the Ark at Corunna.

WAREHOUSE BURNED.

Qu'Appelle, Sask.—A fire occurred here which totally destroyed the warehouse of Donald Brown, hardwareman on Main street. The cause of the blaze has not been ascertained. The warehouse burst into flames without warning. The whole population turned out to help fight the fire, and ultimately succeeded in preventing the flames from spreading to the store and adjoining buildings.

TO BUILD NEW STORE.

Victoria, B.C.—The Hickman Tye Hardware Company, have found their present store on Yates Street is too small for the business being carried on. The company have therefore decided to spend $100,000 on a new two-storey block. The building permit has been issued and it is expected that construction work will be started almost at once.

DISTRIBUTING WAREHOUSE IN MIDDLE WEST.

Mr. E. F. Martin, the Winnipeg manager for the Gurney Stove and Foundry Co., was in Saskatoon last week, and it is understood, was looking out for a new site for a distributing point from which to handle the trade for the middle West. It was his first trip to Saskatoon; but it is just possible that from his pleased expression of what he saw during an afternoon's drive around the city, something may materialize out of his visit.

FEATURING EVENING SALES.

Palmerston, Ont.—J. B. Skelton is making a feature of Wednesday evening sales. Special bargains are offered and advertised. For instance, on Wednesday evening of this week, a special effort was made to sell screen doors and windows. Price reductions were offered. As an extra inducement to get people to attend a sample can of a new varnish was offered free to all who attended. There were a large number of callers and big sales resulted.

Mr. Skelton is advertising in the local papers, taking large space and illustrating his advertisements freely.

FINE STORE AT SASKATOON.

Saskatoon, June 29.—In keeping with the rapid advancement in the hardware trade of this city, owing largely to the immense amount of building that is being carried on since the season opened, S. T. Kempthorne has found it necessary to make considerable additions to his present well-equipped store. On completion of the changes, which have already been commenced this wide awake merchant will have a store 129 feet long and fifty feet wide.

The new addition gives the floor 67 feet more length than it now possesses. The present building which faces on the main street is three storeys high; but the new part of the building will be only two. The additional space will be taken up with a stock and shipping room, and accommodation will also be made for a stove room and large and commodious offices.

Mr. Kempthorne is installing a cash carrier system, which he considers should facilitate the work of his clerks, and save considerable time and unnecessary confusion in the store.

Another feature of the remodelled store will be the installation of a fine wall case 62 feet long, and running up to the ceiling which is 15 feet high, and fitted throughout with the patent Bennet steel hardware shelf boxes. Arrangements have also been made in this case which is finished in polished oak style, for the displaying of saw and other builders' tools. On the opposite side of the front portion of the store there will be a display of enamelware on open shelves to match the case opposite, and back of this a complete stock of paints. Altogether the new store should be one of the finest in the west.

AFTER THE "NEWLY-WEDS."

Guelph, Ont.—The Bond Hardware Co. are featuring the goods in their tinware and granitware departments at the present time. The fact that many young couples are starting up in housekeeping is seized upon by the Bond Co., as offering a splendid opportunity to sell household articles. In their ad. in the local papers, the Bond Co. say:

"Young housekeepers would do well to remember that the Bond store carries a full line of tinware and enamelled ware, boilers, kettles, dish pans, flour and bread boxes, pails, pie plates, roast pans, etc. No second quality. The Bond store is noted for good goods only. The recollection of quality remains long after the price is forgotten."

The department has been unusually busy and a great amount of tinware has been sold.

Developing Business in Decorative Burlaps

Use of Burlaps is in Line With Modern Architectural Tendency—Hardwaremen Should Work Up This Business—Selling Burlaps Opens Field for Selling Paints.

The modern tendency in house architecture has been in the direction of comfort. The stilted and formal ideas of other days have been discarded, and the appearance of our recently built homes, both interior and exterior, gives the impression of their having been constructed to live in and to enjoy life.

With this change in architectural style, there has also come a change in interior decoration to still further carry out the idea of comfort and livableness in the home. The old style wall coverings have been revised in many ways. Wall paper designs are on entirely different lines from what they formerly were; kalsomines and flat oil paints have come into great vogue, and improved methods of manufacturing burlaps have brought that article into a prominent position among decorative coverings.

Unusual and original effects in interior decoration are now striven for, and it is the adaptability of burlap for this purpose that has made it a popular material with architect and householder.

While burlap may be satisfactorily used in many kinds of buildings, and rooms of different sorts, it is now most usually found in dining rooms, living rooms and dens, so far as homes are concerned. It is also very extensively used in club houses, hotels, churches and other public buildings.

Wide Field to be Developed.

It will, therefore, be seen that there is a very considerable field for the sale of decorative burlaps. The hardware store is the logical place to handle burlap, as they are closely allied to several other lines which are recognized as hardware staples. But, like so many other goods which progressive dealers sell in large quantities, burlaps will not find a large market in any locality, until trade is stirred up by the dealer, and the public is notified that he is selling burlaps.

Nor will it be enough for him to simply advertise that he is carrying burlap in stock, or is agent for a manufacturing firm. This is a comparatively new line, outside of the large cities, and the people must be shown where and how it is used, and its special advantages for certain purposes. In other words, the line must be pushed.

A List of Prospects.

The dealer who enters upon a campaign for the sale of decorative burlaps, should in addition to his newspaper advertising, compile a list of good prospects, and make a special effort to sell them. It would be the work of only a few moments to write down the names of prosperous and progressive citizens who could readily be interested in an article which would help to make their homes attractive and distinctive. Lawyers, doctors, manufacturers, bankers and merchants, would be the most likely people to approach in the first instance.

A personal interview with the mistress of the house will often start the ball rolling. Once convince Mrs. Lawyer that her dining room and library would really reflect class, if decorated with burlap, and it is safe to say that Mr. Lawyer will have little rest until the place is redecorated with burlap as the leading feature of the scheme.

Let the burlap idea become introduced in a town, and a general demand will soon be created. People who see their neighbor's homes decorated with burlap, will want to treat their own walls in the same way. But, in the meantime, this demand could undoubtedly be hastened by some instructive advertising.

Helps to Sell Paint.

One feature of the burlap trade which makes it appeal with special force to the hardware dealer is that it helps to sell paints. Burlap appears to best advantage, when treated to a coat of flat oil paint, which is rapidly becoming an important specialty in the hardware store.

Burlaps may be repainted as often as desired, so that it is an easy matter to keep them always looking fresh. Moreover, this means that the sale of burlap for interior decoration opens the way for future sales of paint with which to redecorate.

ELLIS—RALSTON.

The marriage took place on Wednesday at the home of the bride's parents, 62 Churchill Ave., Toronto, of Miss Margaret Ralston to Fred Ellis, of A. Welch & Son. Mr. and Mrs. Ellis left on the steamer "Toronto" on Thursday afternoon for a trip to Montreal.

They were given a rousing send off at the wharf by a party of friends and business associates of the groom. Among those who helped to speed the departure of the happy couple were Thos. Alcock, Gurney Foundry Co., Angus Groff, Steel and Radiation, Stanley Alexander, of J. R. Seager & Co., C. E. Oldacre, Gurney Foundry Co., Tom Welch, of A. Welch & Son, Mr. and Mrs. J. R. Seager and trade press representatives.

HARDWARE TRADE GOSSIP.

Quebec.

The Gillette Safety Razor Co. have a a neat idea in a tie fastener that is serviceable and attractive.

Extensive improvements to the store of the Jas. Walker Hardware Co., Ltd., Montreal, are nearing completion.

J. H. Cameron of the Winchester Repeating Arms Co., New Haven, Conn., called on the Montreal wholesale trade this week.

The friends of G. A. Irwin, with Drummond, McCall & Company, Montreal, will regret to learn that he has been confined to his home for the past ten days.

The first sod of the bolt and nut factory which will form a part of the plant of the Canadian Tube and Iron Co. was turned on Thursday, 22nd inst. The plans call for a large building which is expected to be completed by Sept. 15th.

George R. Nimmo and W. D. Hamilton, travelers for the Canada Paint Co. Ltd. in the lower provinces and Quebec respectively are at head office, Montreal, for a few days going over samples and beginning their preparations for the fall campaign.

The Smith Hardware Co. have removed to more spacious premises on the ground flour of 240 Lemoine St., Montreal. This firm have obtained the agency for two further lines, namely, Peter Ludwig Schmidt, tools and cutlery; and The Utica Drop Forge Co.

F. H. Malone, of the Jas. Walker Hardware Company, Ltd., Montreal, will spend his holidays in an extensive motor boat trip up the Ottawa river thence by the Rideau to Kingston and down the St. Lawrence to Montreal. Mr. Malone left this week accompanied by his wife and several friends.

Ontario.

A demonstration of natural gas ranges was held on Friday at Glover's hardware store, Aylmer.

An addition, 80 feet by 30 feet, is in course of construction at the plant of the Galt Malleable Iron Co.

The National Hardware Co., Orillia, are calling for tenders for their new factory. It will be a substantial brick building, 45 by 100 feet.

Geo. Baxter, for many years a traveler for the McClary Manufacturing Co., is going into the hardware business at Little Current, Manitoulin Island.

Vance & Brown, Inwood, have added to their line of house-cleaning necessities a new furniture and floor polish, which they are featuring in a window display. They advertise that their store will close at 6 p.m., on Mondays, Wednesdays and Fridays.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 60.

MARKETS IN BRIEF.

Tin.—Down to 48.
Turpentine.—Drop of 4 cents.
Copper.—Very strong.

MONTREAL.

Montreal, June 30.—There has been some activity in the metal markets of late and the movements referred to are rather interesting. Antimony is down to 8.25 after resting at a figure at which it was expected to hold firmly. Those who had managed to boom the price even to that mark were unable to support it even though it was thought that they had securely cornered it. But antimony is a metal the demand for which is rather limited and as one metal authority expressed it this week, it looks as if it would not be easy to secure absolute control of it in the same manner that tin was captured. The consumption is not heavy enough and even at that antimony is not largely produced. It is not a commonly used metal outside of several instances.

Copper has been growing stronger and lead also occupies a better position. Tin on the other hand has been erratic and is weaker in its tendency. Locally the price is down to 48. On the whole there is a little more life to the market of late and interest seems to be directed more toward them.

Pig Iron.—There is not much new in regard to pig iron. The Canadian market is much the same as last week. Across the border there appears to be a little healthier feeling, but as yet it has not been very pronounced. Prices are still much lower than Canadian furnaces like to see and there is not much hope of any immediate relief. Prices are unchanged as follows: Prices on dock Montreal, are:—No. 1 Summerlee, $20; Select Summerlee, $19.50; Soft Summerlee, $19.00; No. 3 Cleveland and Clarence, $16.50 to $17.00.

Tin.—The coronation holiday had a quieting effect on trade in tin. Since then the market has been steady to a certain extent, fluctuating on the London market, but as far as the local situation is concerned the price has dropped to 48, and is regarded as weak.

Copper.—The copper market has been somewhat irregular, but on the whole its general sentiment has been much firmer. It is now regarded as being under speculative influence, and in the primary market reports indicate increased interest in this metal.

Lead.—Lead is firming up considerably but there is not a great deal of interest. The demand for lead is steady.

Spelter.—This metal is steady with considerable of it in demand. The general tone is healthy but there is no special feature.

Old Metals.—The demand for old metals is maintained, interest being particularly noticeable in several lines. Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 21½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, June 30.—That the tin syndicate are still in complete control of the situation as shown by the remarkable movements of tin on the London Metal Exchange this week. On Tuesday, the price there was £197 10s., while on Wednesday the market opened at £195 10s. weak, and closed at £194 10s. easy. Thursday morning, the opening price was £192 10s. easy, but in the afternoon, cables were received on this side that the price had again jumped to £197 10s.

These facts show that the syndicate are simply toying with the situation, and they are being assisted by the speculation in tin in which the English public are indulging. The present syndicate has proven to be one of the strongest who have ever manipulated the metal markets.

It is the common belief that low prices on tin are decidedly not a thing of the near future. This opinion has its strongest adherents in New York, where metal experts refuse to believe that there is any danger of an early break. As a matter of fact New York prices to-day are above the London parity.

Copper is in about the same position as last week and, in spite of the fact that the improvement of U.S. consumption had probably been over-estimated, the continued large exports of the metal to Europe maintain the tone of the market.

One feature of the copper situation is that the heavy export from U.S. movement, amounting to probably 25,000 tons a month, or about $7,500,000 in money, is already having a reflex action upon the general business of the country, and American trade reports are becoming more hopeful every day.

Some improvement is noted in the iron and steel market in the U.S., and if buying increases sufficiently to put an end to unloading surplus stocks on Canadian consumers, domestic producers here will be more than pleased.

Tin.—Prices continue so high that some of the large American consumers are reported to have closed down. This, however, will not likely have any effect upon the market. Stocks held locally are exceedingly small, and the same situation exists practically all over the world, in the chief consuming centres. Prices here are unchanged, and it is considered very unlikely that there will be any serious break for some little time.

Antimony.— There is at last some little activity in this metal, but prices remain stationary.

Copper.—There is still a heavy demand from Europe which keeps prices at the same level as at our last report. Although trade is not yet very brisk in the United States, an awakening of business may be expected at any time, and any considerable buying movement across the border would undoubtedly send prices up. Orders received by Toronto metal houses are very satisfactory. It looks as if copper, at present prices, were a good buy.

Aluminum.—Business is going along as usual with no change to record.

Plates and Sheets.—The situation is improving, some of the large U.S. mills being reported as quite busy and working almost to capacity.

Pig Iron.—Conditions as mentioned last week still rule, although the slight improvement in the U.S. iron situation leads to the expectation that there will not be much more cheap iron sold to Canadian foundries by furnaces across the line. Prices remain as follows: Canadian Foundry No. 1, $19 and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro' No. 3; and $20.25 for Clarence No. 3; Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Lead.—Prices are creeping up in the primary markets, but local quotations are unchanged.

Spelter. — This metal is gaining strength and, while Toronto jobbers are quoting the same price as last week, they are firmer.

Old Materials.—We are still quoting: Heavy copper and wire, 10½c to 11c; heavy red brass, 7½c; heavy lead, $2.90; light copper and bottoms, 9¾c; tea lead $2.40; machinery cast iron, No. 1, $14; No. 1 wrought, $10; malleable No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $12.50.

W. B. Halfpenny, with H. T. Kirk, New Westminster, was united in marriage to Miss E. E. Bawden, Calgary.

HARDWARE MARKETS

MONTREAL.

Montreal, June 30.—Business is reported good this week with sorting orders coming in especially favorably. From one of the large retail houses it was learned that trade has never been better and that since the first of the year each month has made a record as far as the amount of business transacted compared with the trade during the same months last year. This retailer likewise commented upon the fact that there has been no perceptible falling off yet in the demand although as a general rule it is about this season that things begin to assume a quieter tone. All of which is certainly gratifying. Wholesalers report a continuance of demand for some seasonable lines and a general good sorting of orders.

Harvest Tools.—There is a steady enquiry for harvest tools, orders coming quite freely. Section rivets are also generally included. Some quotations and discounts are: Hay forks, manure forks, straw forks, barley forks, spading forks, potato forks, field, garden hoes, Dutch weeding hoes, garden rakes, 50 and 5 p.c.; hay rakes, $1.15 to $2.75 a doz.; scythes, $6 to $8 a doz.; sickles, $1.85 to $2.25 a doz.; grass hooks, $1.65 to $2.10 a doz.; scythe snaths, 40 p.c. discount.

Seasonable Lines.—Demand for seasonable goods is well maintained although it is now reduced to sorting orders. Lawn mowers are still asked for, ice cream freezers, hammocks, and such articles are also included.

Lawn and Garden Tools.—There is considerable business passing in this department. Hose remains quite a figure in the trade and enquiry for lawn articles suggests the idea that this branch of the trade has yet to fire its parting shot. Discounts in garden hose range from 50 per cent. off to 70 and 10 and 10, according to quality. We quote: Hose clamp, ½ to ¾-in., 25c a doz; hose couplings, ½ to ¾-in., $1 a doz.; hose sprinklers, ring pattern, $5.75 a doz; revolving pattern, 12-in., $13 a doz.; 24-in., $34 a doz.; and 36-in., at $39 a doz., hose nozzles, Gem, $3.50 a doz.; reels, 75c each and upwards. The discount offered is 50 and 50 per cent.

Contractors and Builders' Supplies.—The steady enquiry is the only feature of this department. Demand is good and is general from all parts of the country. For the best quality of shovels and spades, the discount off is 60 and 2½ per cent.; for second quality the same discount is allowed, and for third quality the discount is 50 and 2½ per cent.; picks are quoted at from $3.85 to $5 a doz.; crowbars are listed at $3.25 a cwt.; wheelbarrows, navvy common, $21 and up; navvy full-bolted, $22.50; drag scrapers, $5.75 and upward.

Sporting Goods.—Rugby goods are beginning to receive attention as part of the fall trade. There is a fair sorting demand for the other general lines.

TORONTO.

Toronto, June 29.—Local jobbing houses have been quite busy during the past week. The business has been of a widely assorted nature and the volume has been in every respect satisfactory. The past month has just about held its own with last June, but, for the first six months of the year, business showed a neat increase over 1910. Unless something unexpected happens, the year should peove one of the best in the history of the trade.

For the past three months it has been found difficult to secure a large enough supply of wire netting for window screens and doors, so heavy has the demand been. The manufacturers have not been able to cope with the demand. "We have sold a great number of window screens," said a local jobber, to-say, "but not nearly as many as we could have disposed of, if it had been possible to secure the necessary supplies. Many orders we received were only partially filled."

The demand for refrigerators is still heavy and the supply houses have not been able to quite catch up with their orders.

Seasonable Goods.—Summer goods are not moving as steadily now as for the past two months. Screens for windows and doors are selling in smaller quantity and garden tools, hose, etc., are only in moderate demand. Ice cream freezers are still moving and hammocks are particularly in demand now that the vacation season is in full swing. As stated before, refrigerators are moving briskly. The demand this year has centred largely in the smaller varieties. A great number have been ordered, it is believed, for use in summer cottages. There is now a consistent call for harvesting tools and repairs. The demand for these lines constitutes, perhaps, the feature of the present market.

Household Goods.—Although there is a steady, all-around volume of business being done, the bulk of the demand in this department is for preserving supplies. Preserving kettles, sauce pans, etc., have been moving in large bulk.

Builders' Hardware.—The demand from the city is unusually good. Conditions throughout the province are normal but quite satisfactory. It is practically assured that building returns in all sections will outstrip records of past years and it is, therefore, practically assured that the call for hardware in the fall will be heavy.

Heavy Hardware.—There is a good movement in all branches and firmness prevails with reference to price. Nails, screws, nuts, bolts, barb wire and chain are selling briskly. No price changes are noted. Present quotations are: Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Stoves and Heating Goods. — While there are some gas stoves being ordered still, the demand now centres largely in gasoline and oil stoves. They are used for summer cottages and by campers, and it is, therefore, quite probable that the demand will continue brisk through the next month.

Sporting Goods.—Sorting up orders are coming in briskly, indicating that the retail dealers have experienced a brisk demand for all lines of sporting goods. Some advance orders are being received for rifles and ammunition.

WIRES AND CABLES.

The Canadian General Electric Co., have issue a ninety page supply catalogue dealing particularly with wires and cables. The catalogue is printed on coated paper and is handsomely illustrated. A fund of information regarding wires and cables is given.

NEW COMPANIES.

It is announced that Charles E. Huestis, St. Stephen; James H. Mann, Lewiston, Me.; George E. Clarke, F. M. Murchie, F. E. Rose, Peter E. McKenna, J. William Smith and James E. McAllister, St. Stephen; George D. Spicer, Parrsboro, and S. Huestis, Truro, are seeking incorporation as the Mann Axe and Tool Company, to take over the Charles E. Huestis tool business at St. Stephen. Capital $49,000.

Incorporation is authorized of the Canada Nail and Wire Company, Ltd., capital $800,000, to operate the Maritime Nail Works in St. John.

ERECTING LARGE PLANT.

The Canada Cement Co. will erect a plant on the western limits of Winnipeg, in the vicinity of Tuxedo Park. The plant will be the largest of its kind in the West.

NEW WESTERN CONCERNS.

The current number of the Saskatchewan Gazette announces the registration of the Canadian Cordage Co., capital $40,000 and the Saskatoon Gas and Oil Co., both with headquarters at Saskatoon.

The Western Hardware Market Situation

Summer Rush in Full Swing—Growing Trade in Gas Stoves—Heavy Demand for Harvesting Tools—Prices are Unchanged.

Winnipeg, June 79.—In spite of the heavy rains which continue to fall throughout the West, farmers are beginning to get away from home to town now that the seeding is over, and consequently the summer rush may be said to be in full swing. Some consternation is being felt at the continued wet weather, which appears to be fairly general in the three provinces, and more in the south than in the northern sections. The growth that is being made this year by the crops is simply marvelous. In southern Manitoba and other low sections grave fears are being expressed that the crop will not head out soon enough, but that it will be lodged before the heads are far developed. Samples of fall wheat from the Swan River district in Northern Manitoba measuring four feet in height, with well developed heads ranging from two to three inches long, have been received in the city. Hay and pasture are abundant and the farmer who is carrying live stock will not run the same chances as the one who depends on grain alone.

Referring to business conditions during the week, there is just the same briskness as has been prevailing for the last two weeks. All hardware retail merchants in the city prepared special decorations for Coronation day which was marred somewhat by wet weather. In spite of the holiday break in the middle of the week orders came in just as freely, as many of the travelers stayed in the nearest town in preference to coming back to the city for the day. Contractors' and builders' supplies, harvest goods, and in fact all metallic lines are exceptionally strong. Solder and ignot tin are still "sky high," but lower prices are looked for in the near future.

Seasonable Lines.—Orders for seasonable lines such as screen doors, hammocks and other camping necessaries are still arriving in great number. Material of all description for building purposes are also in great demand, and along with them come the orders for oil stoves and general household necessaries. Gas stoves are finding their way into many of the larger towns, and should the movement become general there will be a a heavy run on this line.

Harvesting Tools.—Harvesting lines are all moving pretty freely now, and from the demand it would appear as if the farmers in the country expected an exceptionally large crop. Binder twine is reported to be amongst the heaviest, while hay forks are running a close second.

The market is exceptionally firm and no changes whatever are reported this week. Quotations are as follows:—

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 3, $1.60; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines 75 per cent.

Bolts—Carriage, ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts 77½.

Bar Iron—Bar Iron, $2.50; Swedish iron, $4.75; sleight shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs. $8.50; Jessop, $15

Blocks—Steel, 45; wood 60 per cent.

Cut Nails.—$3.15 per keg base.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron.—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24 $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.50; ½ in., $4; ¾ in., $5.20; 1 in., $7.00; 1¼ in., $10.25; 1½ in., $12.45; 2 in., $16.25.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2, and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6 $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $7.75; grass, $1.70.

Iron Washers—Full box, 40 p.c.; smaller lots, 35 p.c.

Iron Pipe, Black—⅛ in., $3; ¼ in., $2.45; ⅜ in., $2.50; ½ in., $3.25; ¾ in., $4; 1 in., $5.65; 1¼ in., $7.75; 1½ in., $9.25; 2 in., $12; 2½ in., $19.60; 3 in., $25.75; 3½ in., $33.50; 4 in., $38.35; 4½ in., $44.10; 5 in., $50.40; 6 in., $65.10; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.75.

Poultry netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.25.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10½c; British manila, 8½c; lath yarn, 9½c.

Sheet Zinc — Casks, $8.75; broken lots, $9.50.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65 per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate—1. C., $9.75; I. X., $11.75.

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25; ½ box, $5.50; I. X., full box, $12.25; ½ box, $6.50; I. X. X., full box, $14.25; ½ box, $7.50; 20 x 39, I. C., full box, $15.50; ½ box, $8.25; I. X., full box, $17.50; ½ box, $9.25.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3; annealed wire, base, $3; oiled, 10c extra; bright iron $3.20 base; brass spring wire, base 29c; plain galvanized wire, Nos. 6, 7 and 8, $3.40; No. 9, $2.90; 10, $3.50; No. 11, $3.55; No. 12, $3.10; No. 13, $3.25; No. 14, $3.95.

Wire Nails—$2.90 Winnipeg, and $2.45 Fort William.

Wringers—Royal Canadian, $39.25; New Easy, $42.50.

Paints and Oils.

Steadiness also prevails in paints and oils of all descriptions. Linseed oil and turpentine remains unchanged at last week's decline. The low price of 85 cents per gallon in barrels, and 95 cents in small lots for the latter has become established all over the city. Linseed oil is quoted at $1.20 for raw and $1.23 for boiled.

Mixed paints and Paris green are still as active as ever, the arrival of rain preventing the use of the articles by the public somewhat, but not preventing the call of the retailers to the wholesalers. Paris green is still quoted at 23 cents in one pound cartons.

Petroleum and Gasolene.—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c.; Searchlight, 20½c; Red Rose, 23½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c.; White Rock, in bulk, 22½c; National Light, in bulk, 21c.; Engine Gasolene, 24c.; White Lily, 26c.; Royal, 24c.

Special Efforts Necessary to Stimulate Interest

Paint Dealers Finds That Demonstrations are a Valuable Feature—A Great Many Have Been Conducted This Year—An Ingenious Telephone Card Device.

It is acknowledged by all paint dealers that the average person is sadly ignorant on the score of the use, and the abuse of paint. Customers will ask the most ridiculous questions and display the most complete ignorance in making purchases. It is frequently necessary to instruct a customer fully before it is safe to let him depart with a supply of paint; otherwise he might blame the dealer for the negative results.

The holding of paint demonstrations may in time spread a certain amount of practical knowledge on the use of paints and varnish. Demonstrations have come into vogue rapidly of late, an unusually large number having been held during the past spring. Dealers, who have not conducted one, would do well to arrange for a demonstration before the season is over.

The writer attended on the last afternoon of a three-day demonstration in a Western Ontario hardware store recently. Interest had grown each day and there was quite a crowd in the store when the demonstrator commenced operations on the afternoon in question. He was a traveler with the firm manufacturing the line that the store handled, and he knew the goods thoroughly. He was, in addition, a smooth talker and he possessed the knack of lucid explanation. His methods of demonstration made everything singularly clear and the results he obtained from the use of a few of the best selling lines opened the eyes of those present. Quite a number of questions were asked, which he answered in each case at some length.

Every person in the store carried home a sample tin of some of the company's makes. A great many made good sized purchases with the intention of putting into immediate effect the pointers they had received.

The dealer explained afterwards that he had found business a little dull prior to that time. The traveler had advised that he make an effort to arouse interest, suggesting a demonstration and proferring his services. The dealer had decided to avail himself of the offer and, in order to make it as useful as possible, had sent out cards of invitation to all householders and painters in the neighborhood, who might reasonably be expected to feel an interest. This, no doubt, had considerable to do with the success of the demonstration.

Many people dropped in out of pure curiosity and became interested sufficiently to remain throughout. A great many others were men who had wanted to find out how to go about the painting of their floors and the other knotty problems of home decoration. Altogether, the demonstrations drew large and interested crowds, particularly in the evenings.

"I have sold more paint during the past three days than for three weeks—I was almost going to say three months—previous," declared the dealer." At the same time, we did not anticipate such direct results. What we were aiming at was to start an educational movement which would bring results in the future."

Although the foundation work, on which to build a successful paint business is made up of two essentials, quality and service, it is necessary at times to adopt some special measures to stimulate public interest. A demonstration serves this purpose admirably.

A Telephone Card.

Another method, which has been adopted in other lines and which could be used equally well by the hardware and paint dealer, is to supply customers with telephone number cards. The card is intended to hang on the wall alongside the telephone and to contain the numbers of tradesmen and such persons as the household would have occasion to call regularly. For instance, the word "Grocer" is printed with a space opposite for the name of the particular grocer patronized by the family and another blank for his telephone number. Included on the list are the druggist, the doctor, the butcher and at the bottom a lot of blank spaces to be filled in with the telephone addresses of friends and acquaintances. At the head of the list is printed in bold type the name:

Hardware and Paints, Blank & Co., 146 Main Street, Tel. No. 087.

This idea is said to bring splendid results. One thing is certain; all telephone orders for paints and hardware from houses where these cards had been sent, would go to Blank & Co., for the average person has an antipathy to rummaging through a well-thumbed telephone directory for a number.

This is but one of many schemes that the enterprising dealer has at his disposal, if he desires to make a special effort to attract custom. The adoption of measures of this nature is a sign of aggressiveness, which will be appreciated, and rewarded, by the public. It may truly be said that the public admires aggressiveness in a business firm. "Good fellow that and right out for business," remarks the average man, when some evidence comes to his notice of the enterprising methods of a certain merchant. "I'll deal with him." And he always does until, perhaps, some other merchant, more enterprising still, wins his notice.

This applies to paint as well as to all other branches of the hardware business. There is, of course, a certain demand for paint which can be described as inevitable. Over and above that sure amount of business, there is a margin, which can be obtained by the dealer who cares to go after it. Very frequently that margin of trade represents the difference between profit and loss.

ADVENT OF LOWE BROS. CO.

As exclusively announced in Hardware and Metal issue of June 10, another United States firm of paint manufacturers is about to enter the Canadian field, this firm being the Lowe Bros. Company whose headquarters are in Dayton, Ohio. It was stated in our previous report that Lowe Bros. Company were associating themselves with the paint department of the James Robertson Co., Toronto, but it was not stated nor was it the intention to imply that the James Robertson Co. were to retire from the paint manufacturing business.

Official announcement of the new connection is made in a circular letter which the James Robertson Co. have this week issued to their customers. This letter reads as follows:

An unauthorized report has been circulated to the effect that we are to retire from the paint manufacturing business.

This report we deny emphatically.

On the contrary, we have made arrangements whereby our paint business will be largely extended and will be promoted upon more progressive and aggressive lines than heretofore.

We are connecting our paint interests with those of the Lowe Brothers Company, whose main plant is located at Dayton, Ohio, with branches in New York, Boston, Chicago and Kansas City. The new organization will be unique, in that it will unite the prestige, strength and experience of both firms, and will insure such satisfactory service to our customers as to merit their full interests and confidence.

As a result of constant study, experiment and research, the application of scientific principles, and exacting care as to details, the Lowe Brothers Company has attained such a high degree of quality and efficiency in its paints and varnishes that its products are universally recognized as High Standard in fact as well as in name.

The sales and advertising methods which have contributed so largely to the successful developing of the Lowe Brothers Company's business in the United

States will be duplicated in Canada, and the proposition as a whole cannot fail to appeal to you favorably.

When the details of our plans have been completed another announcement will be issued, and in the meantime, upon our assurance that your interests will not only be safeguarded but advanced under the new arrangement, we trust that we may count upon your loyalty and faithfulness to us and our products.

Yours sincerely,

THE JAMES ROBERTSON CO., LTD.,
H. S. Harwood,
Manager.

Develop the Telephone Ear

Taking Orders on the Phone is an Art—Make it Easy for Customers to Use Your Phone—Patience and Courtesy are Essentials.

"Send up three pounds of white lead right away," commanded the customer.

"What's that ?" bellowed the clerk, at the top of his voice.

"Three pounds of white lead." The customer fairly roared the order.

"White—what ?"

"Lead ! L-e-a-d—lead."

"Oh—white lead. Three pounds. Anything else ?"

"And a pound of wire nails—about an inch and a half long."

"Pound of wire nails—yes—and what else did you say ?"

"I didn't say anything else—except, that I want the nails about an inch and a half long."

"Oh. And who's speaking ?"

"John Graves."

"John Bray. Thank you, Mr. Bray."

"Graves. Graves, I say."

"Oh, Gray. Thank you—"

"I said Graves—G-r-a-v-e-s."

"Oh. We'll have the stuff up right away, Mr. Graves."

Such an incident as the foregoing between clerk and customer is impossible, you say ? No conversation just like that, or anywhere near that, ever volleyed across a counter.

No—but conversations like that go hurling over the telephone between clerk and customer every day. And there's no fundamental difference between an order taken across the counter and an order taken over the telephone.

Telephone service is probably bad, you protest ? Don't—please don't. Before you kick against the service ask yourself this one question : "Have I done my utmost to understand, and to make myself understood ?"

For the taking of phone orders is an art. As in all arts, natural aptitude counts for a powerful lot. Here and there a store clerk develops what you might call the telephone ear, and over the rottenest phone service in America will take order after order and never mistake an item or ask a customer to repeat. And other clerks can't go to the telephone without working themselves and their customers into a fine frenzy and chirping the transmitter so full of cuss words that the girls at Central pray on bended knees for earmuffs.

Telephone order-taking—telephone salesmanship—isn't all a matter of the goodness or badness of the telephone service. Mental concentration looms up big in the count. Half the kicks about bad 'phone service would just kick themselves out were the clerk (and likewise the customer) to concentrate his entire mind on the business in hand. The successful phone salesman the minute he hears the jingling bell gives himself a sort of " 'Tention ! Eyes front !" command, and takes down the receiver with his mind already attuned to catch the greeting from the other end of the wire. And, while talking, he thinks of nothing else but that one order, and shuts out of his mind all other persons save the man at the other end of the wire.

Oh, yes, I know the customer makes all sorts of allowance. A chap who would throw a fit if you acted that way with just the counter intervening thinks nothing of the stunts you pull off over the wires. He forgives you, and cusses the telephone service.

But that doesn't let you out. The fact that you're sure to be forgiven isn't any excuse for a fault. The fact that most telephone order-takers tangle themselves up only prods you the harder when you go and do likewise. For, were you to perform the miracle of taking an order down right off the reel and getting it correctly—don't you think the novel and delightful experience would charm the lucky cuss at the other end of the wire into "coming again ?"

TESTING BABBITT METALS.

Any experienced babbitt man knows that mere hardness in a babbitt metal expresses only a comparatively unimportant phase of the conditions to be met and that are requisite in practical use. In fact, the very ingredients that harden a metal if used beyond a certain quantity, impair its anti-frictional qualities and it is therefore more liable to heat and run out of the box. The average shaft is so designed that it rarely, if ever, imposes upon the bearing a greater weight than it can safely sustain; in fact there is usually a large factor of safety, as the ordinary babbitt under compression test will sustain a weight of four or five tons per square inch.

What is it then that ordinary mortals want to know or ought to know about babbitt metals ? Is not the whole story that is worth while told by a test that shows the comparative values of babbitt metals from the co-efficients ? It certainly ought to be, if the tests are made properly, for such tests will of necessity show the value and capacity of the metals under varying loads and speeds up to their maxium capacity. Such tests should also be made with lubricants of different viscosities and also with water as a lubricant. Will metals stand the water test—for it is well to know how a metal will perform in case the oil supply gives out or the oil holes become clogged.

Lubricants, particularly of high viscosity, interpose a thin film between the shaft and the bearing and will bolster up to a considerable extent a very ordinary babbitt, but when you come down to the water test, you get at the very heart of things and it will give you the true innate anti-frictional values of the metals tested. Probably 90 per cent. of babbitt troubles are due to frictional heat; sometimes supplemented by initial heat and if a metal lacks anti-frictional qualities, what availeth it to be hard, as hardness will not protect it from heating and squashing, in fact it will run out of box much quicker than will an anti-friction metal that might show considerably less sustaining powers under compression test. There is a great deal of misinformation on this subject of mere hardness in babbitt metals and there are engineers and mechanics who still form their opinion of a babbitt by whittling on it with a pocket knife.

It is axiomatic that if a metal heats readily it is due to frictional resistance and that frictional resistance is caused by the interlocking and tearing apart of the two surfaces in contact. This waste of power causes a greater consumption of coal, lubricants and metal ; it necessitates more frequent rebabbitting, and there is the liability of "shut downs" and over-loading the boilers.

The Dunnville hardware men have decided to close every night at 6 o'clock except on Saturday and before holidays.

Our selling plan will interest you if you want to do a bigger and more profitable paint business.

Wouldn't You Like to Know How We Help Our Dealers Sell

M (MAPLE LEAF) **L** **Pure Paints**

Two coats of M-L equal three coats of the best of other brands. Made in 47 different colors and tints for every use of paint, inside or out.

M (MAPLE LEAF) **L** **Floorglaze**

sells best of all wood-finishes because it has so many points of superiority. Best-advertised and easiest-selling brand in Canada.

M (MAPLE LEAF) **L** **Elastilite Varnish**

No varnish like it. Good for good jobs—not bad for the other kind. Flows free, brushes easily, dries well. Just what you want for people who want varnish in a hurry.

Write for Price Llsts, Sample Tins, Color Cards and our Attractive Proposition to Wide-awake Dealers. Address nearest place.

Imperial Varnish and Color Co., Limited

6 MORSE STREET TORONTO

WINNIPEG: 108 PRINCESS STREET VANCOUVER: 524 BEATTY STREET



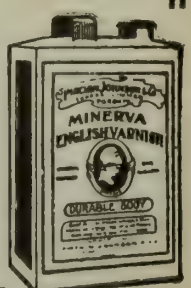
Get the Advice of a Man who Knows

Mr. Dealer, if you are in doubt as to the best line of finishing materials to carry ask a painter or large consumer or anyone who is in a position to discriminate between good and bad paints and varnishes. He will give you an unprejudiced opinion of

MINERVA TRADE MARK MINERVA **PAINTS AND VARNISHES**

You are sure of the reputation if you handle this established line. There is a large and growing demand for Minerva brand, which offers a good fair margin of profit to you.

For 76 years Minerva Paints and Varnishes have been successfully distributed to the markets of the world. They have stood the hardest tests of time and climatic conditions, and to-day are used by the largest firms of painters snd decorators, Railroad and Steamship companies and consumers who know paint quality and finishing perfection.



Write us for our Attractive Proposition—We can help you Create Larger Sales

Manufactured in Toronto by

The Pinchin-Johnson Co. (Canada) Ltd. F17

Established in England—1834 377-387 Carlaw Ave., Toronto, Can.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 30.— Business during past week has been characterized by a good flow of orders and markets may be said to be in a healthy condition. Fluctuations have been few with the exception of turpentine which has declined rather sharply. A local retailer stated recently that his business in paints and oils this year had been greater than last and that he had had as much as he could attend to. The first purchases had proved too little and stocks had to be filled in here and there. One of the local manufacturers speaking about business since the first of January stated that each month's returns had shown a higher figure than the returns for the corresponding months last year, all of which is rather gratifying intelligence.

Linseed Oil.—The demand appears to be easing off a little now that the heavy rush for spring shipments is over. It is likely that for quantities buyers may obtain some concessions but for ordinary purchases quotations are stationary, i.e., $1.03 for raw, and $1.06 for boiled.

Turpentine.—Turpentine has undergone a sharp decline in price during the week owing to favorable weather conditions and abundant supplies. It has been felt for some time that if excessive high prices were maintained substitutes would be employed more than ever, and probably large holders saw the force of this argument and have put the selling price on a more moderate basis. The price is now 76c.

Arsenate of Lead.—Government journals issued in connection with the department of agriculture are again advocating the use of arsenate of lead and there has been a slight improvement in the sale of this article. It is thought, however, that the season is now almost finished for its distribution. Prices are: In bbls., about 800 lbs., 9c; in half-bbls., about 400 lbs., 9½c; in 25-lb. wooden kegs, 10c; 5-lb. bottles 12c; in 2-lb. bottles, 13c; in 1-lb. bottles, 14c.

Paris Green.—The demand for Paris green is rather erratic. Sluggishness is followed by extreme activity and in turn the virility seems to wane and shipments get down to the normal. However, the market is almost bare and any sustained demand is likely to send prices up with alarming rapidity. Prices are as follows:—In barrels, about 600 lbs., 17c per lb.; arsenic kegs, 250 lbs., 17¼c.; 50-lb. and 100-lb. drums, 18¼c; 25-lb. and 100-lb. drums, 18¾c; 1-lb. packets, 100 lbs. in case, 20¼c per lb.; 1-lb. packets, 50 lbs. in case, 20¾c per lb.; ½-lb. packets, 100 lbs. in case, 22¼c per lb.; 1-lb. tins, 100 lbs. in case, 21½c per lb.

Varnishes.—A most satisfactory trade is reported in house and carriage varnishes. Good, clear, bright gum is reported to be exceedingly scarce, denoting a good demand for high class varnishes. Japans are also feeling the good movement in the paint and oil trade and shellacs are in fair but steady demand.

Putty.—There is a steady demand for putty at former prices. Conditions are featureless. Existing prices of putty are:—Bulk, bbls., $2.20; bulk, cwts, $2.45; bladder, bbls., $2.70; bladder, cwts., $2.80; 25's, loose, $2.25; 25's, cased, $2.70; 12½'s, cased, $2.90.

White Lead.—There is still a fair trade in white lead. Orders are coming in steadily if they are not quite as bulky as those of some time ago. Prices are steady as follows: Lots of one ton, $5.85; contracts of five tons and over, $5.70; shipments less than one ton, $6 f.o.b. Montreal.

TORONTO.

Toronto, June 79.—There is an active tone to the paint and oil market, the demand being well distributed. In some lines, the orders are largely of the sorting up variety but they are sufficiently large to make up a satisfactory volume.

Turpentine and linseed oil have both fallen off a few cents. In the case of turpentine, local jobbers state that they are offering it at a decreased price in spite of higher prices on the other side. This is due largely to the fact that opposition from United States sources has developed recently. Turuentine is being sold in some parts of Canada by American concerns at a lower price then they are asking in the United States.

Linseed Oil.—Canadian crushers have reduced their price on linseed oil 1 cent per gallon, and the jobbers have made a cut of 2 cents per gallon for single barrel lots. This makes the local price $1.05 for raw and $1.08 for boiled oil. The Canadian crushers seem to be running short of stock, which is a frequent occurrence at this season of the year.

It is reported that the wheat raisers in the West are anticipating some difficulty in getting their crops harvested. this year owing to the scarcity of labor. If such proves to be the case, it is rather to be expected that the flaxseed will be neglected. It is, therefore, not impossible that it will be more than two months before the Canadian seed is ready for shipment.

Turpentine.—The price of turpentine is still on the downward path. Supplies have been coming forward to the primary shipping points in larger bulk during the past two months than for some years. This has brought the price down much lower than was anticipated during the early part of the season. Some speculators were prepared a few months ago to contract for turpentine at fully 10 cents per gallon higher than the selling price two weeks ago. The market now seems to be steady as the supplies that come forward from day to day are all taken up by the shippers and, while there is a larger supply stored at Jacksonville and Savannah now than at this time last year, the demand is keeping pace and it is not believed that the accumulation is sufficient to affect the price.

The local quotation at time of writing is 75 cents. It is unanimously felt that the price has now touched rock bottom and that lower quotations are not to be expected.

Rosin.—While the price has declined a little during the past two weeks, the figure is still very high. It is thought that speculators at Savannah are preparing to take all the stock coming forward and hold it to prevent further reductions. It is claimed by some that a further decline in the common grades of rosin may be looked for during the next two mooths.

Putty.—There is a steady demand with prices firm. Standard putty is quoted at: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the sgme; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

White Lead.— The consumption is quite satisfactory. Some jobbers report a larger volume of business now than at the corresponding period last year, or for some years past for that matter. This is due, in some degree, to the uncertainty which existed as to the price a few months ago.

Prepared Paints.— The supply houses and manufacturers are largely engaged in filling sorting up orders but it is an exceptionally good sorting up business. Stock orders in the spring were in many cases smaller than usual, some dealers having the idea apparently that prices would go down later. They are now shorter than usual at this season of the year and in consequence are ordering in larger bulk.

Varnishes and Japans. — The same condition prevails with reference to varnishes and Japans of all kinds. A good sorting-up business is being done.

Glass.—The advance of the building season sees a growth in the demand for glass and large orders are now being placed.

Petroleum.—There is a steady demand. Prices remain at: Canadian prime white, 12c; United States water white, 13½c; Pratt's Astral, 15½c.



"Suggestion Book"—A twenty-four page booklet of fine-colored prints of harmonious color schemes for interiors and exteriors.

¶ The mission of paint is to beautify and protect.

¶ The mission of the "Suggestion Book" is to meet the request made of us by customers all over the Dominion for suggestions for harmonious color combinations.

¶ This book enables agents for B.-H. "English" Paint to advise their customers regarding colors for home decorations and to show prospective customers how various color combinations would appear on buildings of different architectural designs.

¶ Any enterprising merchant anywhere will have a permanent profitable paint department with B.-H. "English" Paint and B.-H. selling helps.

¶ If there is no B.-H. "English" Paint agency in your town, write our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine 50c.; Imperial Tough, 50c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 55; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	13 75	13 25
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	19 00
Summerlee, No. 3 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (3oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	9 57	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 75
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	4 50	5 00
Sheets, 3 to 6 lb. ft.	4 25	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 24½	0 26½
Wiping	0 22	0 24

SHEET ZINC.

5-cwt. casks	7 50	7 50
Part casks	8 00	8 00

SPELTER.

Foreign, per 100 lb	6 00	6 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $48 00 49 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00 7 00
I X, 14x20 base	8 25 8 25
I X X, 14x20 base	9 50 9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I X, 14x20 base	5 25
I X X, 14x20 base	6 00

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized		2 85
Plain		2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigafoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brd	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English."	1 95
Ramsay's paints, pure	1 60
Ramsay's paints, Thistle	1 30
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co)	1 90



BOECKH'S BROOMS

ARE IN DEMAND

The demand all over Canada for them is a result—not an accident. It is the result of a persistent policy of high-class materials and expert workmanship. We use only selected corn in our Brooms. The Brooms are put together in a finished and workmanlike manner. Write for full particulars and prices.

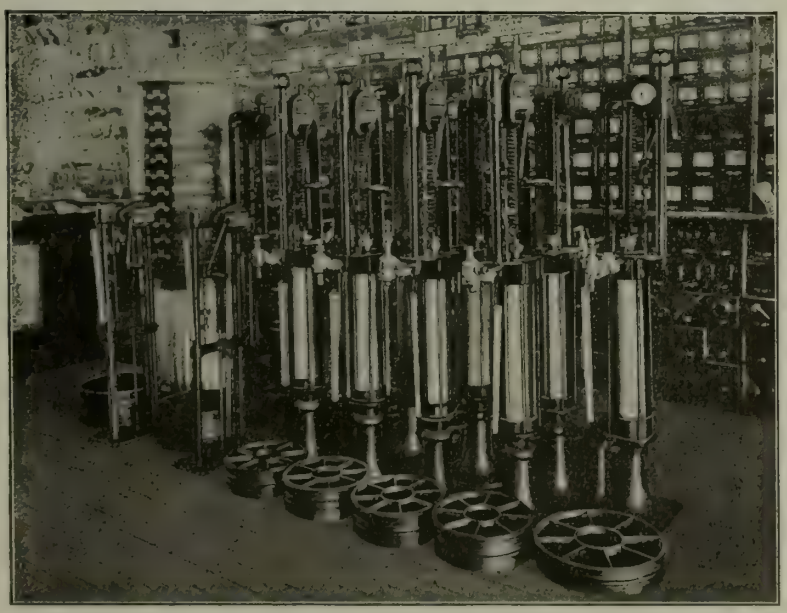
THE BOECKH BROS. COMPANY, Ltd.

TORONTO, CANADA

FACTORIES, 158 TO 168 ADELAIDE ST. WEST — OFFICES, 80 YORK STREET

This cut is reproduced from a photograph of a Bowser System installed for Geo. W. Ecclestone, Bracebridge, Ontario.

We will reproduce another installation in the next issue of this magazine.



This system handles

Boiled Linseed
Raw Linseed
Turpentine
Machine
Engine
Castor
Cylinder
Separator
Gas Engine and
Fly Oil

No evaporation nor waste.

A Profitable Way to Handle Paint Oils

Do you know that paint oils can be handled without waste? The Bowser System does away with measures and funnels. They measure the oil, count the gallons pumped and show the money charged for it.

They put every cent of paint oil profit in your pocket. They are safe, space saving, clean and profitable. They buy themselves by their saving. Don't spend your money, **invest** it in a Bowser. Ask for catalogue No. 1 N, it's FREE.

S. F. BOWSER & CO., LTD., 66-68 Fraser Ave., TORONTO

HARDWARE AND METAL

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 12
U.S. Water white "		0 13½
U.S. Pratt's astral "		0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 76	0 78
Wood Turpentine		0 80
Turpentine, second run		0 60
Linseed Oil, " raw	1 03	1 07
" " boiled	1 06	1 10
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		4 25
Granitine floor finish		2 25
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 25
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White		6 90
Elephant Genuine		6 90
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	6 00	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	6 00	6 15
Ramsay's Exterior	5 75	6 15
C.P. Co.'s Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50 2½ p.c.; Centre Fire Pistol [illegible] 2½ p.c.; Centre Fire [illegible] Cartridges, 10 and 10 p.c. p.c.; Brass Shot Shells, [illegible] Cartridges, discount same as [illegible] f.o.b. any jobbing point, [illegible] Net 90 days.

"Crown" Black Powd [illegible] p.c., "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb off.
Stove rods, per lb., 5½ to 6c
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
[illegible] per doz.	1 25
[illegible] rrel	4 50
[illegible] barrel	4 50
[illegible]	0 06
[illegible]	0 05
[illegible]	0 15

BUTTS.

[illegible] ed, ower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	78 00
" English	17 00	31 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths			3 30
3 "	"	"	4 00
4 "	"	"	5 28
5 "	"	"	7 26
6 "	"	"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths			2 90
10 "	"	"	3 15
12 "	"	"	3 68
15 "	"	"	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch	per gross	9 00
" " ⅜ "	"	10 00
" " ½ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web		2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 50
over 12 in.	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅜ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

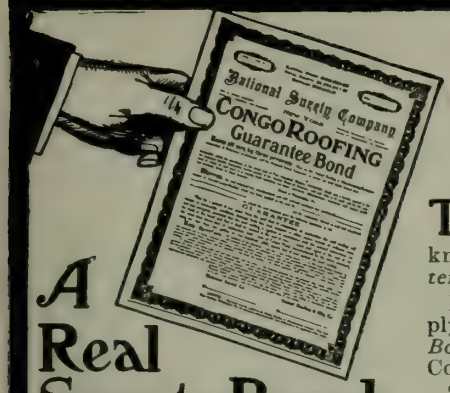
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.



A Real Surety Bond

CONGO ROOFING

THE owner of a building covered with Congo has the satisfaction of knowing that his roof is *guaranteed for ten years.*

In each roll of Congo 2 ply and 3 ply is a *genuine legally binding Surety Bond* issued by the National Surety Company of New York.

This year we will guarantee thousands of roofs to *last till 1921.*

Guaranteed Until 1921

Of course we are not going to lose—we are offering a sure thing. We know Congo will last *more* than ten years. One thing the guarantee forces upon us: it makes us extremely careful in manufacturing.

We provide, free of charge, *galvanized* iron caps which are rust proof and will last as long as the roofing.

Send for free copy of our Guarantee Bond, a sample of Congo Roofing and further information.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

They Stand The Weather Test!

Ability to withstand wide variations of temperature is a first consideration with the building papers and roofings you handle. In this respect our

"Ready" Roofing and "Black Diamond" Tarred Felt and "Cyclone" and "Joliette" Building Papers

are well worthy of your recommendation, and they are, moreover, profitable lines to handle. They can be laid by any ordinary workman, and never fail to give the fullest satisfaction to your customer. We also make a full line of Wrapping Papers.

Western Agent—F. J. COX, Winnipeg.

Alex. McArthur & Co., Ltd.

82 McGill St., Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY — TORONTO

THE LINE OF SUSTAINED PROFIT!

Quality Builds Reputation, and Quality Sustains it! For 85 years

HEINISCH

SHEARS

SOLD BY ALL JOBBERS

have set a standard of the highest quality; they are goods that are a pleasure and profit to handle.

No more complaints for the dealer who sells HEINISCH GOODS!

TAILORS' SHEARS, TRIMMERS, TINNER SNIPS, SCISSORS

R. HEINISCH'S SONS CO., Newark, N.J., U.S.A.



HARDWARE AND METAL

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 30
1½ inch	2 95
1¾—1¾ inch	2 70
2—2½ inch	2 60
2¼—2¾ inch	2 45
3—3½ inch	2 40
3¾—4 inch	2 35
4½, 5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PINCHED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	37 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
vory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28⅔ inches	1 60
Perfection window screens, 14x15, open 22⅔ inches	1 80
Model window screens, 14x22, open 36⅔ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per dozen	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe....per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case an dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

Ramsay's Varnishes

One of the greatest lines for profit in the business is the Varnish Line.

Study this line carefully.

You ought to have the profit.

Varnishes in tin provide the best profit, because it is quick and no waste.

The Ramsay lines of Varnishes are leading everywhere, because they have the greatest value for the smallest price. They are favorites. Here is one of them.



Ramsay's Universal Varnish is the big leader to-day. It has been out, tried and proved for years.

It is in general use for Counters, Doors, Carriages, Sleighs, Floors, Desks, Boats, Wainscots, Oil-cloths, Etc.

Have Ramsay's Universal, and you have a Varnish for all. Drop us a card and we will tell you more about it.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

Heavily Galvanized

Clean, Bright Appearance

A. C. LESLIE & CO., LIMITED

MONTREAL

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are always satisfied. We make it a point to see that they are. They are satisfied with the volume of sales, and with the knowledge that we are putting forward every effort to increase the same.

They are satisfied with the certainty of our paints giving satisfaction, and with the reliability of our guarantee that they will always do so.

Finally, they are satisfied with our SERVICE—ever order shipped the same day as received—we can satisfy you.

Write for our Agency Proposition

G. F. Stephens & Co Limited

Paint & Varnish Makers

Jobbers of Glass Brushes Oils Etc

Winnipeg Calgary

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Ammunition
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Anchors, Star Screw
Star Expansion Bolt Co., New York

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Canada Metal Co., Toronto
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Bar Iron
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Bath Room Fittings.
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Belting
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J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
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Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
London Bolt and Hinge Works, London Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts---Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
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Brass Goods.
Booth-Coulter Copper and Brass Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
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Bridle Rings---Galvanized, Brass and Plain
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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
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Cement
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B. & S. H. Thompson & Co., Montreal

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chaplets
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Cummer-Dowswell Ltd., Hamilton, Ont.
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Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Copper, Sheets, Tubes and Rods
Booth-Coulter Copper and Brass Co., Toronto

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Hangers
Hunt, Helm Ferris & Co., Harvard, Ill
Richards Wilcox Mfg. Co., Aurora Ill

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Dry Batteries
Canadian Carbon Co., Toronto

Egg Beaters
Geo. G. Veness Mfg. Co., Boston, Mass

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electrical Supplies
Canadian General Electric Co., Toronto

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wheeler & Bain, Toronto
E. T. Wright & Co., Hamilton

EPOCH

It is said that the Paint Trade of the Dominion of Canada is divided into two great epochs, viz.: before the advent of the Canada Paint Company and after.

BEFORE

The trade was in a crude and backward state and the hardware trade divided the limited business with the Chemists, Druggists, and the Corner Grocery;

AFTER

The Canada Paint Company was formed, by paying particular attention to the Hardware Trade and getting out specialties in advance of requirements the volume of painting purchases went up by leaps and bounds and the

PRESTIGE

of the Canada Paint Company was at once established and assured. Imitators are as thick as Autumn Leaves, but it is unanimously conceded that all experienced buyers still turn to the Canada Paint Company as their

MECCA

from which they obtain first-class, up-to-date colors, stains and varnishes. It is also as natural for anyone starting afresh in business to go to The Canada Paint Company with his opening order as for a painter to reach for an iron of Genuine "Elephant" White Lead when sallying forth to his labor.

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TORONTO
WINNIPEG

Good Paint. THE BEST Good Profits.

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ELASTIC OUTSIDE PAINT

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OUTSIDE PAINT
FOR USE
ON

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The Parmenter & Bulloch Co., Gananoque, Ont.

Fencing—Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Fire Extinguishers
The Valor Co. Ltd., Birmingham, Eng.

Fire Irons
Charles Lindsay, Glasgow, Scotland

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont
Charles Lindsay, Glasgow, Scotland

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
John Lysaght, Ltd., Bristol, Newport and Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg. Co., London
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Go-Carts, etc.
Gendron Mfg. Co., Ltd., Toronto

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.

Hammocks
The I. E. Palmer Co., Middletown, Con.

Handles.
St. Mary's Wood Specialty Co., St. Mary's, Ont
Still, J. H., Mfg. Co., St. Thomas

Hardware Specialties
Hunt, Helm Ferris & Co., Harvard, Ill
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Lampblack
The L. Martin Co., New York
Wilckes Martin Wilckes Co., New York

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
Jas. Morrison Brass Mfg. Co., Toronto

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt, Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals.
Booth-Coulter Copper and Brass Co., Toronto
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Leslie A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Co., Montreal.

Oilers
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Canadian Wire Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Paint Brushes, Automatic
Standard Automatic Mfg. Co., New York

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plow Points
Star Mfg. Co., Carpentersville, Ill.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.

Razors.
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.
Metal Stamping Co., Jackson, Mich.

Registers
Canadian Ferrosteel Co., Bridgeburg, Can

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Brantford Roofing Co., Brantford, Ont.
Canadian Supply Co., Toronto
Dominion Roofing Co., Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass.
Spear & Jackson, Ltd., Sheffield, Eng

Scales.
American Cutlery Co., Chicago
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.
Sherbrooke Scale Co., Sherbrooke, Que

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Steel Products Co. of Canada, Limited, Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal.
The Down Draft Furnace Co., Galt, Ont.
Finlay Bros. & Co., Carleton Place
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Percival Plow & Stove Co., Merrickville, Ontario
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.
The Steel Co. of Canada, Ltd., Hamilton
U.S, Steel Products Co., Montreal

Tapes.
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Timber Jacks
Trewhella Bros., Birmingham, Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Tools
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D Pearson & Co., Montreal
John Watson Mfg. Co., Ayr, Ont.

Vacuum Cleaners
Onward Mfg. Co., Berlin

Valves
Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints
Berry Bros., Limited, Walkerville, Ont.
The Glidden Varnish Co., Toronto
Dougall Varnish Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Vises
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
B. Greening Wire Co., Hamilton

Wire Goods
Canada Wire Goods Mfg. Co., Hamilton
C. H. Johnson & Sons, Ltd., Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
Jas. Steele Limited, Guelph, Ont

Woodenware
Wm. Cane, Sons & Co., Newmarket, Ont

Wrenches
Cochran Pipe Wrench Co.



The above cut illustrates our complete plant, showing the new addition just finished.

WE LEAD THE WORLD

The ever-increasing demand for

BEAR BRAND LAMPS BLACK

has necessitated this increase in our manufacturing facilities, as shown in the figures below:

	CAPACITY
1902 - - -	3,000,000 pounds
1905 - - -	6,000,000 "
1911 - - -	10,000,000 "

Our growth is entirely due to the consistent high quality and absolute uniformity and purity of our products, together with the courteous treatment always extended to our customers.

If you are not using OUR BLACKS, write us and we will submit samples and prices which will save you money and secure your orders.



WILCKES MARTIN WILCKES CO.

The Largest Makers of Fine Lamp Blacks in the World.

Office, 135 William Street - - - New York

Factory, Camden, N.J.

CANADIAN AGENTS — E. FIELDING, 34 Yonge Street, Toronto, Ont.
FRANCIS HANKIN, & CO., 230 Coristine Bldg., Montreal, Que.

HOBBS

We have forged a Five-link HOBBS Chain binding Four Branches with our European GLASS Purchasing Centre, Antwerp.

MONTREAL — TORONTO — ANTWERP — LONDON — WINNIPEG

GLASS

Our four branches carry large and complete stocks of GLASS of every description for building purposes.

WRITE US AT ONCE.

The Hobbs Manufacturing Company, Limited

LONDON TORONTO WINNIPEG MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer.

RATES—2c per word first insertion.
1c per word subsequent insertion.
5c additional each insertion when Box Number is required.

BUSINESS CHANCES

AN OLD-ESTABLISHED tinsmith, plumbing and heating business, or will sell only the workshop and contents, with that part of the business; a good chance for the right man. A. KEELE, Prescott, Ontario. (26)

FOR SALE—Hardware, heating and plumbing business in live town. Stock small. Owner wants to go West. Box 515, HARDWARE AND METAL, Toronto. (24tf)

FOR SALE—Fine new, clean, up-to-date stock of hardware, stoves, granite and tinware in an excellent farming country. Good live town of 4,000. Stock about $5,000. Last year's turnover nearly $18,000. Owner interested in the West. Box 1086, HARDWARE AND METAL, Toronto. (7tf)

FOR SALE — Old established hardware and coal business. Or, one of present proprietors would take partner with some capital. Box 204, Iroquois, Ontario. (27)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

WANTED—Five to six thousand dollar hardware business in first-class Ontario town in exchange for first-class quarter wheat land in Saskatchewan. Box 522, HARDWARE AND METAL, Toronto. (28)

ARTICLES FOR SALE

FOR Sale, set of tin shop tools in good condition, at low price, McCAGUE & WATSON, Stayner, Ontario. (27)

PATTERN DRAWING

A CHEAP, PRACTICAL and Complete Home Study Course on Sheet Metal Pattern Drafting, Estimating and Construction. Send for particulars to THE SHEET METAL SCHOOL, Box 419, Galt, Ont. (21tf)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous Monarch. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

SITUATIONS WANTED

EXPERIENCED hardware clerk (married) desires position, either wholesale or retail; nine years' experience, 4 years in business, good connections, A-1 references. Apply Box 7, Hensall, Ont. (27)

HARDWARE MAN, with ten years' retail and five years' wholesale experience; age thirty-three, married, at present engaged as hardware traveller, would accept management of a retail store. Best of references. Apply Box 523, HARDWARE AND METAL, Toronto. (26)

SITUATIONS VACANT

HARDWARE CLERK. Highest wages to man of experience and reliability. T. E. HENDERSHOT, Mount Forest. (28)

WANTED—Hardware clerk, experienced, good stock keeper Give references and state wages. Apply to W. J. HEARD, Fenelon Falls, Ont. (29)

GOOD position for experienced hardwareman who could write advertisements and get up attractive circulars and booklets. State fully experience, age and salary expected. Will keep strictly confidential. Box H, Montreal Que. (tf)

WANTED—Two good hardware men familiar with shelf goods, for putting up orders in wholesale house. Apply stating experience and salary required. Box 519, HARDWARE & METAL, Toronto. (26)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATIONS VACANT

WANTED—Salesmen to handle A-1 side line, paying liberal commission; also paying A-1 salary as soon as you have shown your ability. Wanted only A-1 representatives to answer this advertisement. Box 517, HARDWARE AND METAL, Toronto (24tf)

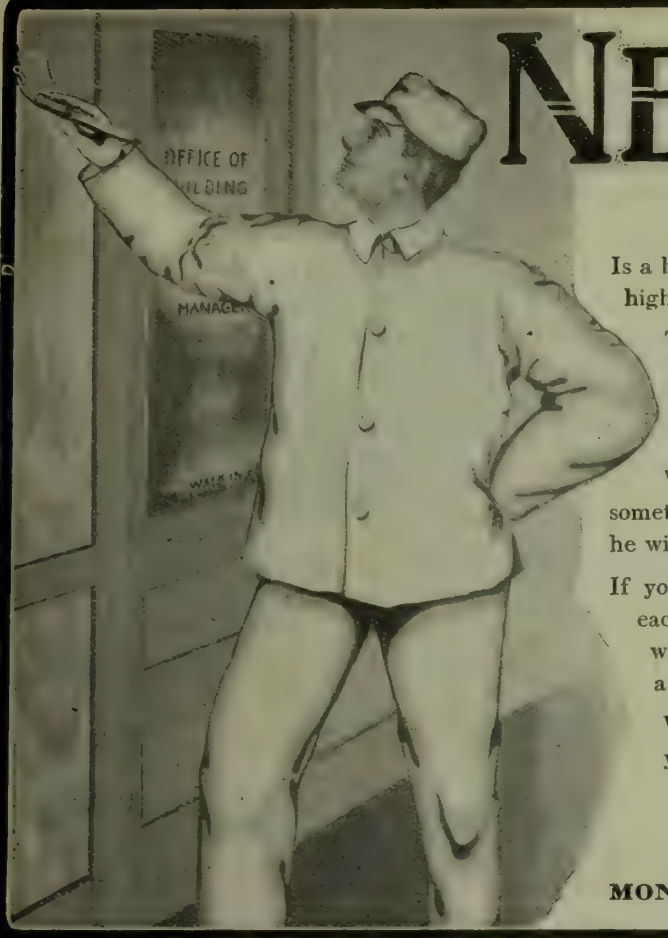
HARDWARE SALESMAN

with A1 connection in Great Britain, going there for six months, wishes to handle Canadian Hardware.

Address Commission
c/o HARDWARE & METAL,
(29) Montreal.

TRY A CONDENSED AD.

IN THIS PAPER.



NEU-TONE

An Artistic, Flat, Washable, Wall Finish.

Is a bonanza for the paint dealer; it opens an entirely new and highly profitable field for the paint store.

The out-of-date custom of finishing walls with Kalsomine or Wallpaper leaves little chance for profit to the dealer, in addition the non-permanent qualities of these finishes unjustly reflect discredit on the dealer who sells them.

When a man finishes his walls he expects them to last for sometime; naturally at the first appearance of spots or mars he will censure the dealer.

If you carry Neu-tone there will be satisfaction resulting from each sale when your customers see the ease with which their walls can be cleaned with soap and water. It's a big seller, and a sure repeater. The profits are steady.

We have a Neu-tone proposition open for you. Just advise us your name and address — we will tell you the rest.

The Martin-Senour Co., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO

We Have the Goods

All the Varnishes that we make undergo the same careful treatment. We make every kind and every grade of Varnish and it's all made to give satisfaction.

The kind of goods which you should sell to your customer are those which will please him and which will prove to him that your recommendation is worth having. You will benefit by this reputation, and your business will grow.

DOUGALL VARNISHES will help to build this reputation for you. We know that our varnishes will give satisfaction. We take care of that in the making of them.

Think it over. It means money to you.

The Dougall Varnish Company, Limited

305 Manufacturers Street J. S. N. Dougall, Pres. Montreal, Canada

Associated with Murphy Varnish Co., U.S.A.

Seeknott

CASCO

ROOFING

MADE FOR CANADIAN CLIMATE
From Trinidad Asphalt

WILL LAST FOR YEARS IN ANY WEATHER

Canadian Supply Co.

Roofers' Supplies

220 KING STREET WEST

TORONTO

AGENTS WANTED.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!



Will
Extinguish
Any Kind
of Fire!

Special
Prices
on
Application

Special
Prices
on
Application

There is no cure for fire—

Only Prevention

Full Descriptive List will be sent on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or--GEO. H. SAYWELL, SASKATOON



"All International Varnish Products are Sold in full Imperial Measure Cans"

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means trade Insurance---a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, Lacqueret, Satinette, Flattine and Wood Stains—all conserve and build up your reputation and give you a reasonable profit.

You can confidently expect repeat orders when you specify International Products.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A23

CERTAINTY IS WHAT A MAN SEEKS IN EVERYTHING

The man who buys a

Model 10 Visible Remington Typewriter



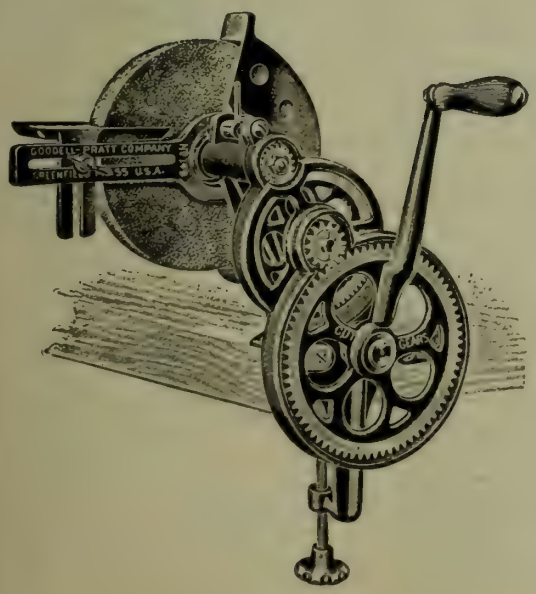
buys absolute certainty; a certainty of satisfaction guaranteed by the greatest typewriter makers in the world

Remington Typewriter Company, Limited

18 Victoria Square Montreal, Can.

PUT IT DOWN

in your memory that



Goodell-Pratt's

BENCH GRINDERS

represent the highest type of development in this class of machines; they are well designed, skillfully made, and allow you to offer your customers great value, considering the price at which you can sell them.

You should be sure to have a few of these on hand to show.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

BETTER SEND ALONG THAT ENQUIRY TO-DAY!

We make a very special quality of

Annealed Wire and Oiled and Annealed Wire

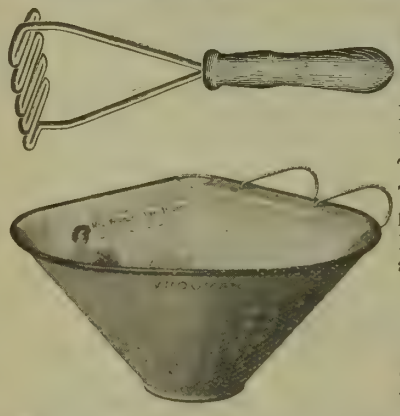
which is commanding a ready sale wherever introduced. Specially soft wire, very pliable, is used in its manufacture, and these wires are non-rustable Oil will not come off on the hands. Get our prices on

WIRE NAILS AND STAPLES, AND WIRE BALE-TIES

We have the right goods for successful trading.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

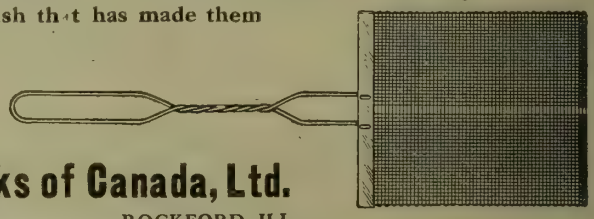
Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



Kitchen Conveniences

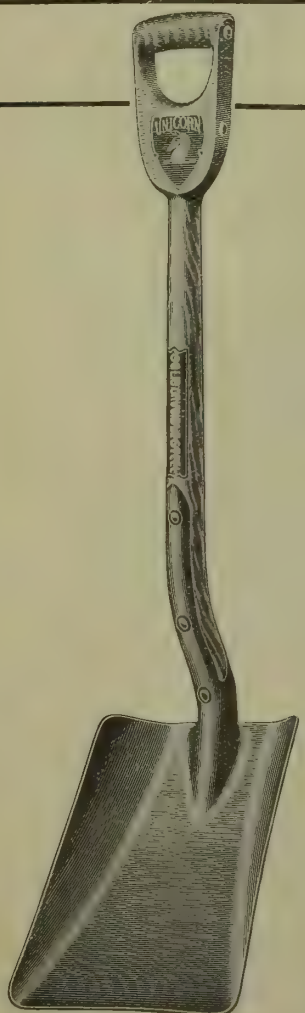
Every woman demands the most convenient and sanitary articles in her kitchen.
We have a line of kitchen ware that is superior to all others on the market.
They are the kind that last---the kind that always satisfies and builds your trade.
They have a high grade finish that has made them popular with every user.
Meet the largest demand and get the largest profits.

Write for catalog and discounts.



Andrews Wire Works of Canada, Ltd.

WATFORD, ONT ROCKFORD, ILL.



The Mark of the Maker

TRADE MARK

Registered

Protects the user, dealer and jobber. The only way to be sure of the goods you sell is to know who makes them.

The largest shovel warehouse in Canada is now well stocked; every shovel is made by us, branded with our registered trade mark and sold under our name and Guarantee.

If you don't know who handles Lundy Shovels, write us, and we'll be glad to tell you.

Write for Catalogue

The Lundy Shovel and Tool Co., Limited

General Offices and Factory, PETERBOROUGH, and at

MONTREAL WINNIPEG JOHANNESBURG, S.A.

Moore's

House Colors

Represent the Highest Development Arrived at in Modern Paint Making.

TO THE CONSUMER—Their use means greater economy of labor and material, better protective value and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The Sale of MOORE'S HOUSE COLORS means a Live, Growing, Profitable Trade, such as follows the handling of all articles of Genuine Merit.

Write us for Details.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK - CLEVELAND - CHICAGO



Something to Answer Every Call

TILE-LIKE IMPERVO FINISHES

FLOOR PAINT MOORAMEL

MURESCO SANI-FLAT

Prepared Decorative Burlaps

FOR WALLS

Economy and Durability

¶ These are two of the chief features of our Burlaps, and if the goods possessed no other qualities to recommend themselves, it would still be to your advantage to use them.

¶ But they do possess other excellent qualities, viz.: They are also

SANITARY EASILY CLEANED
ARTISTIC NON-FADING

LENGTH OF ROLLS, 30 YARDS
STOCKED IN A VARIETY OF WIDTHS, viz:—30, 36, 45, 54, 72 and 90 inches

DYED BURLAPS We can also supply this line in shades of Crimson, Green and Brown, in widths of 36 inches and 72 inches only, and in lengths of 25 or 50 yards.

Write for Sample Book and Pamphlet giving Prices and Useful Information concerning them.

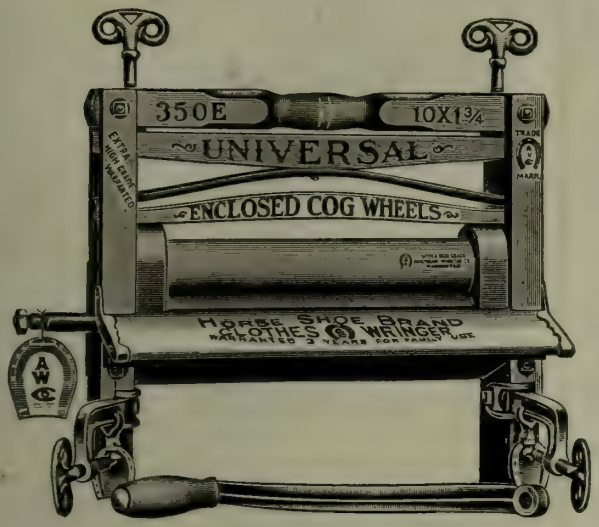
The Dominion Oil Cloth Co.
LIMITED

MONTREAL

Horse-Shoe Brand Wringers

All Styles and Sizes for Hand or Power Operation.

Special Sizes for Laundry Use.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

Hardware Merchants are invited to send for Catalog No. 9.

The American Wringer Co., New York

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**

Good Service

and the quick selling ability of STILL'S AXE HANDLES have placed them in many of the leading hardware stores throughout the Dominion.

STILL'S AXE HANDLES

Still's Handles have durability and distinction that please the most critical buyer. The wood is carefully selected by men with years of experience. We guarantee every sale a satisfactory one.

WRITE FOR PRICES.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONTARIO

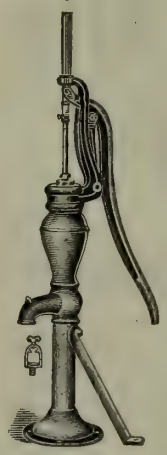
GARDEN FENCING



C. H. Johnson & Sons, Limited

WIRE WORKS

Dagenais St., St Henry, Montreal



The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG AND CALGARY

Metal Ceiling and Sidewall

Designs that are Extremely Attractive



Ceiling Design, No. 752

You will save time and money by adopting our ceiling material.

Send Measurements for Estimate

McFARLANE & DOUGLAS, Ltd.

250-260 Slater St., OTTAWA



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively





This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

CONTRACTORS AND BUILDERS

WANT QUICK DELIVERIES OF

METAL BUILDING GOODS

AT THIS SEASON OF THE YEAR.

IF YOU HANDLE OUR LINES YOU ARE BEST ABLE TO FILL THEIR ORDERS WITHOUT ANNOYING DELAYS

SEND YOUR ORDERS FOR PROMPT SHIPMENT TO

WINNIPEG CEILING & ROOFING CO.

P.O. BOX 2186 — WINNIPEG, CANADA



The Painting Season is Here.

Now is your opportunity to secure a high-class and permanent paint trade in your locality.

New Era Paint

Will Do It.

Wherever it is used complete satisfaction reigns.

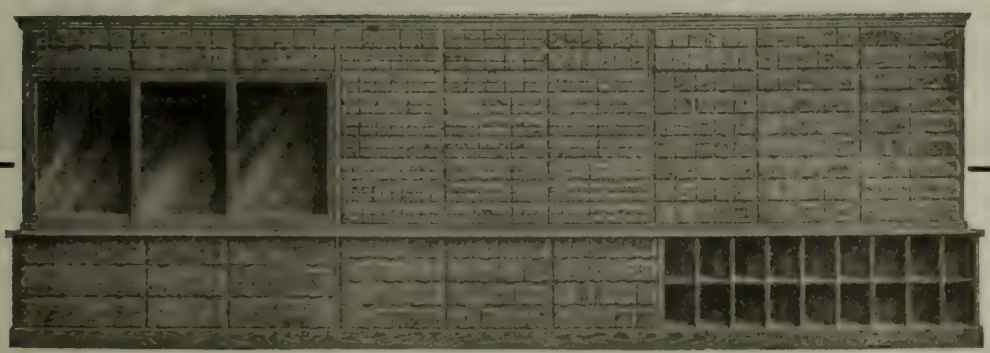
New Era Paint is more durable, will cover more surface and give a more brilliant finish than any high-priced paint you can buy.

Don't make a mistake by buying elsewhere, when New Era brings larger profits.

Write to-day

Standard Paint & Varnish Works Co., Limited

Windsor, Ontario



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

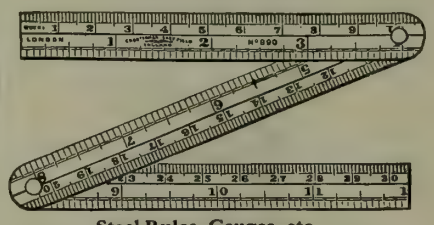
Linen, Metallic and Steel

TRADE J C *MARKS*

CONSTANTIA J C

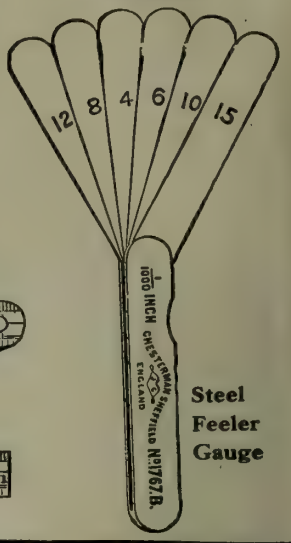
TRE BLE





Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

Up-To-Date Package Carriers

Our package carriers are of simple construction and in case of disarrangement of any part do not require a mechanic to repair them.

They are well and strongly made throughout, and as the weight and strain are divided between two wires there is less liability to breakage of the wires than with any of the single wire systems.

The illustration shows the neatness and compactness of the device. It occupies a smaller space and obstructs the view less than any other system.

A SUPERIOR ADVANTAGE.

This carrier works more rapidly as well as more smoothly than any other.



Send for Particulars and Prices.

The Hamilton Brass Mfg. Company, Ltd.

Hamilton, Ontario, and Montreal, P.Q.

ALL DESCRIPTIONS **BRASS RAILINGS** MADE TO ORDER

THE BOOTH-COULTER COPPER & BRASS CO., LIMITED

Coppersmiths and Brass Founders, : : : : : : TORONTO, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



This Label

Is Your Protection Against Imitations and Inferior Goods

See that it appears on every piece of tinware you buy as "ANTI-RUST," as a guarantee that the goods you purchase are genuine.



THE CANADIAN MANUFACTURERS OF GENUINE "ANTI-RUST" TINWARE ARE

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Winnipeg distributing agents, Merrick-Anderson Co., Winnipeg, Man.; Vancouver distributing agents, Macpherson & Teetzel, Vancouver, B.C.; Winnipeg agents, W. Reynolds & Co., Winnipeg, Man.; Toronto agent, F. B. Wilson, 33 Maitland St , Toronto, Ont.

MAPLE LEAF

"Improved Racer" Cross Cut Saw



This saw has proved itself to be the fastest cutting saw in use to-day. The above cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

SHURLY-DIETRICH COMPANY, LIMITED

GALT, ONTARIO and VANCOUVER, B.C.

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for every kind of metal surface are the polishes 'par excellence.'

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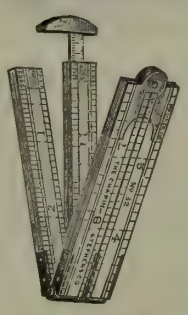
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Does all the work in ONE MINUTE and requires NO LABOR—NO POWDER—NO BRUSH—QUICK, SIMPLE, AND EFFICIENT, ABSOLUTELY HARMLESS

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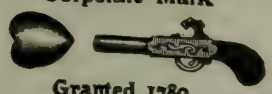
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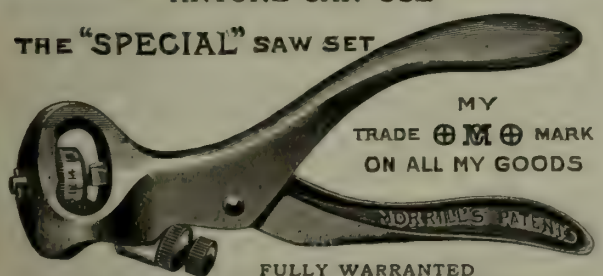
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LIMITED

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ANYONE CAN USE

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SEND US A SMALL TRIAL ORDER AND SEE HOW THEY GO

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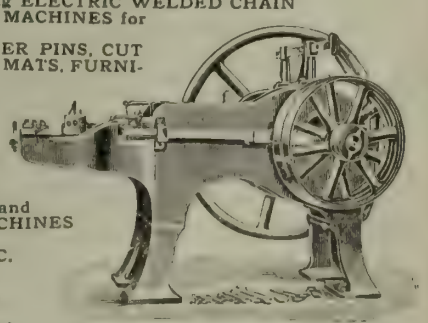
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Battery Zincs, Fuse Wire, Wire Solder

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Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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THAT'S SUFFICIENT.
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The Best Door Closer is
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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The world's largest manufacturers of
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62 years' reputation behind every package.
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Our Surprise Horse and Cattle Halter Pokes are the best.
Manufactured by
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Malleable Iron Castings
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Manufactured by
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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
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Castings of all Kinds.

Write us for our list of Plow Castings.

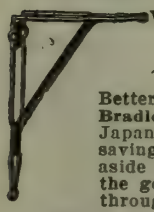
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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be Nothing Better, Nothing Cheaper than the **Bradley Steel Bracket.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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THE COLLINS MFG. CO. - TORONTO

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O K CANADIAN U BAR STEEL

Stanchions and Stalls

are guaranteed not to let the cattle loose, and are absolutely sanitary.

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TIMBER JACKS.

TREWHELLA BROS

AUSTRALIAN MONKEY JACKS

for clearing land of TREES, ROOTS and STUMPS



They are simple, powerful, reliable, ex editious. A necessary tool for every farmer.

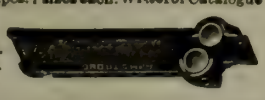
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ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue



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Watson's Trucks

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We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

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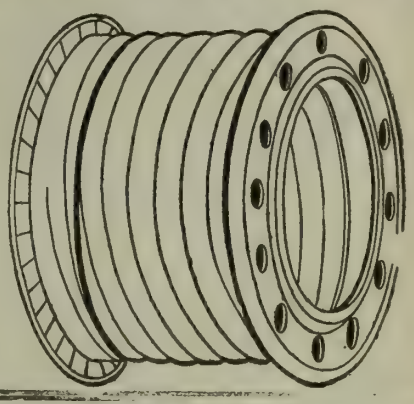
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are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.
No. 10 Combination Brush

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS., - Toronto, Ontario

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Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

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The **INFALLIBLE GLAZIER'S DIAMOND.**

Just the Tool for Inexperienced Glass Cutters



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A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

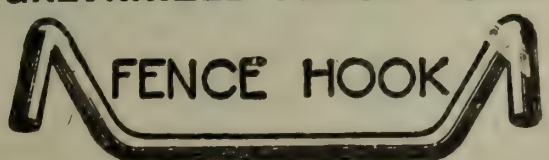
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



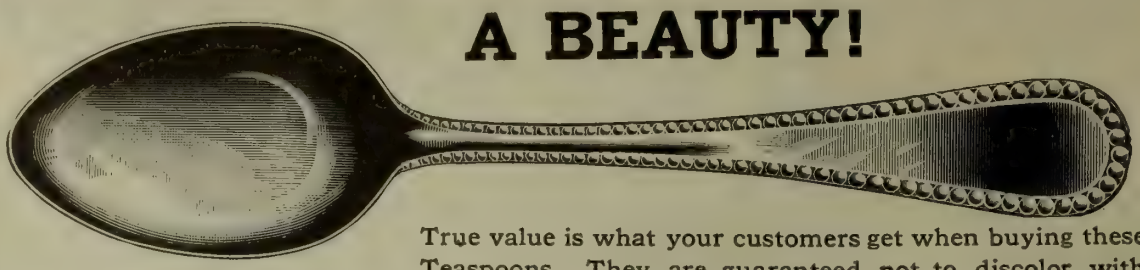
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You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

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THE "FAVORITE" CHURN



because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests. As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

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Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valves—air tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



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CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON	
3 in.	4/3
4 "	6/-
5 "	8/6

5754 BRASS	
3 in.	6/9
4 "	10/-
5 "	14/-

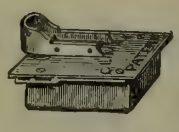
per pair.



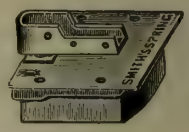
5355 IRON	
4 in.	23/6
5 "	32/-
6 "	40/-

5356 BRASS	
4 in.	40/-
5 "	53/-
6 "	68/-

per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in. Shoe,
26/- each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

BANNER COLD BLAST LANTERN

NOTE THE POINTS

THE "SUPER-SUPERIOR"

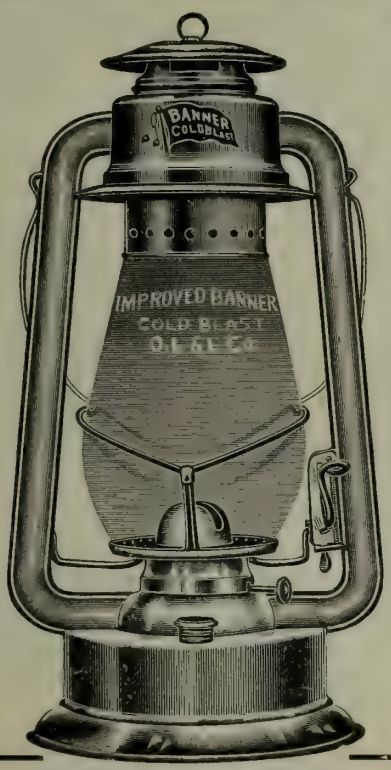
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PATENT WELL OF EXTRA CAPACITY
(15 hours longer burning)

AIR CHAMBER SEAMED NOT SOLDERED

PATENT LIFT LOCK HEAVILY REINFORCED

SUPERIOR FINISH



BOOST THE SALES

WIND PROOF
LEAK PROOF
FOOL PROOF

SOLD BY ALL JOBBERS

Manufactured by

Ontario Lantern & Lamp Co., Limited

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BOOST THE SALES

A Guarantee of Absolute Quality Perfection

is possible in our product, to the exclusion of other makes, by the fact that in our chain the weld is actually the strongest part of the link.

The swell guarantees the weld.



The swell guarantees the weld.

The chain illustrated above was pulled perfectly rigid with a stock break, after which the welds were hammered flat in an endeavour to part the welds or show any defects.

Office: BUFFALO, N.Y.

McKinnon Chain Co.

Factory: ST. CATHARINES, ONT.

THE MORRIS & BAILEY STEEO CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

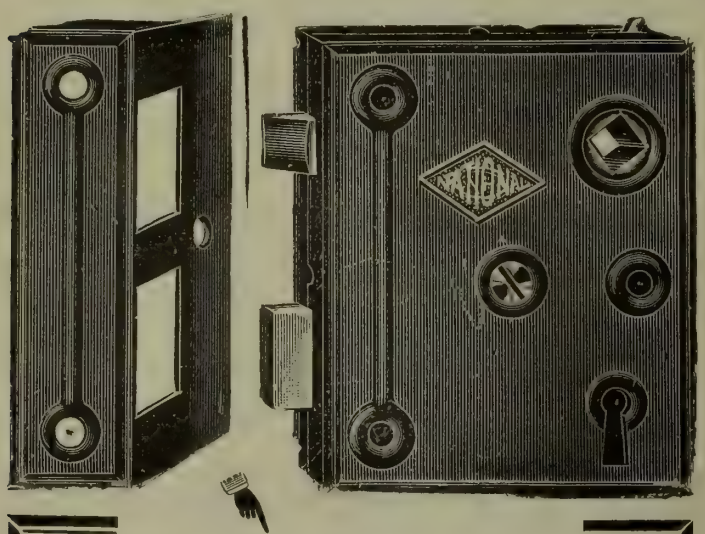
Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



Simplicity, Durability

are two of the features that make the **National Steel Rim Locks** popular with every user.

We guarantee quality and satisfaction with every sale.

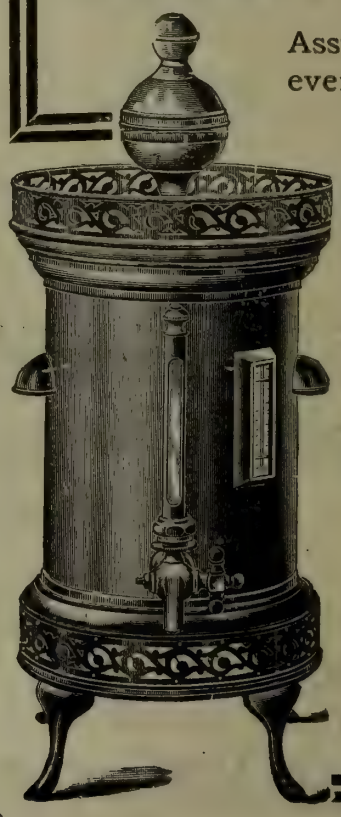
Get your share of good profits. A card from you will land a trial order at your store.

NATIONAL HARDWARE CO., Ltd.

ORILLIA, ONT., CANADA

OUR UP-TO-DATE

Restaurant Urns



Assure good value with every sale.

Their **attractiveness** and **service** make them better and cheaper than any other.

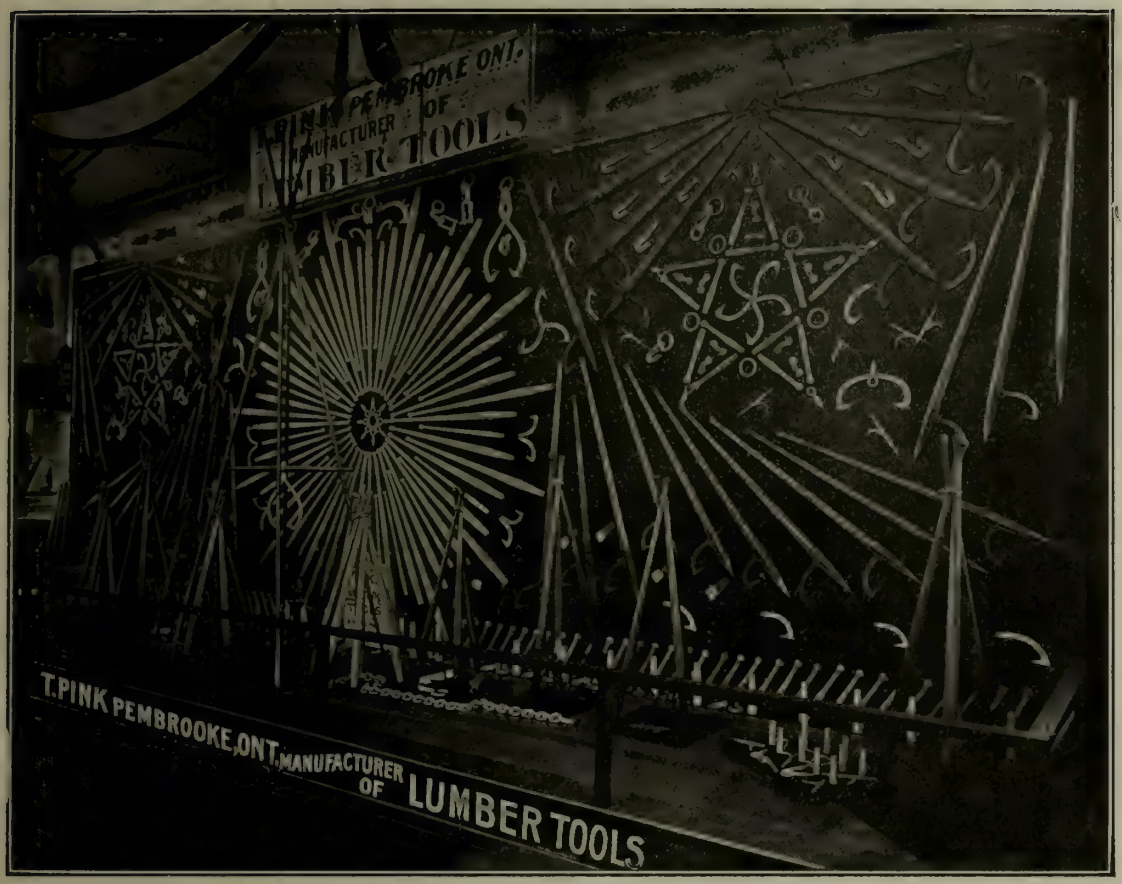
It has been proved by many hardwaremen that **one sale** of this Urn **will increase to many.**

They are in demand everywhere and **sell on sight.**

Let us hear from you at once.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

For Highest Quality and Prompt Deliveries

OF



Plow, Engineers' and Blacksmiths' Hand Hammers, Handled or Unhandled; also Sledges, Wedges, Mauls, etc., place your orders with us.

We are the largest manufacturers of this class of goods in Canada.



Catalogue and Prices on Application.

The Whitman & Barnes Mfg. Co.

Trade Mark

ST. CATHARINES, ONTARIO

Trade Mark
W&B

ATKINS

Profitable Saws

We offer the ambitious merchant the most profitable Saw proposition in the world. Ours is not a campaign with the object of securing your order at any cost or by any means

A SELLING PLAN

But is a carefully worked out plan whereby we work together to build business for each other. It's co-operative and profitable. "We help You to Sell" and then we expect re-orders. Write us for full information.

We make Hand Wood, Panel, Rip and Small Saws, Cross-Cuts Metal Saws. A Perfect Saw for Every Purpose.



No. 190

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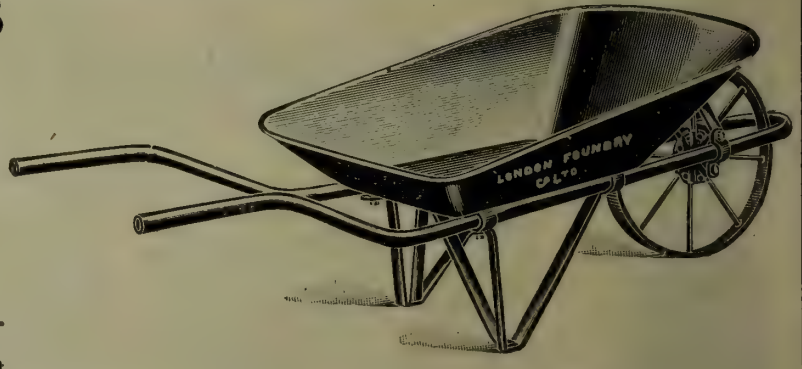
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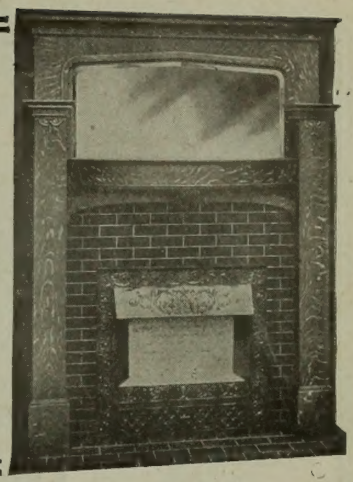
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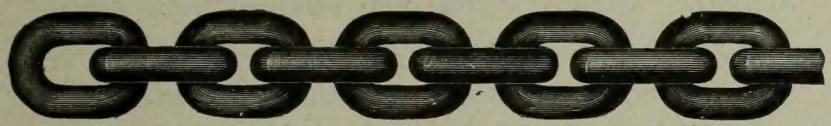
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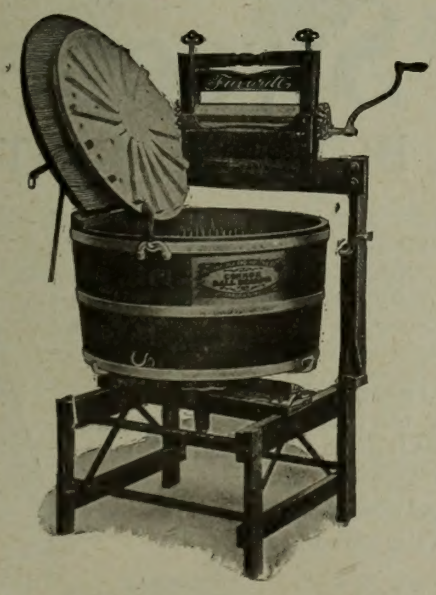
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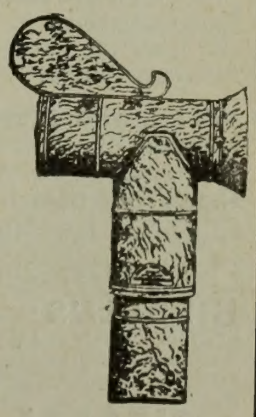
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The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

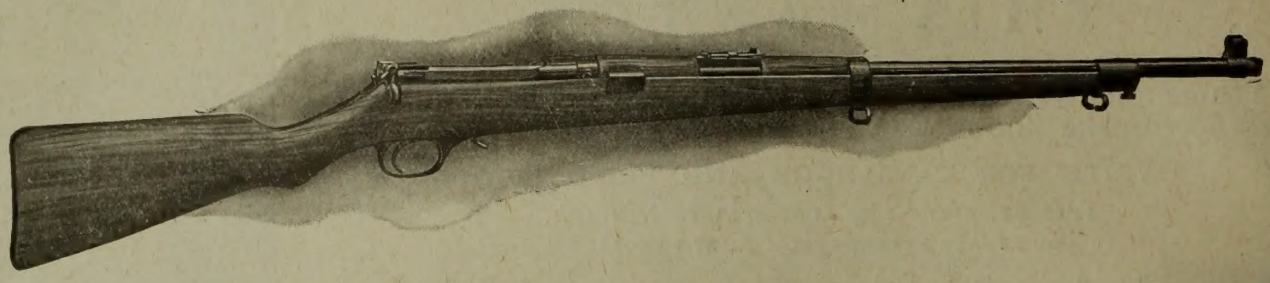
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Yours truly,
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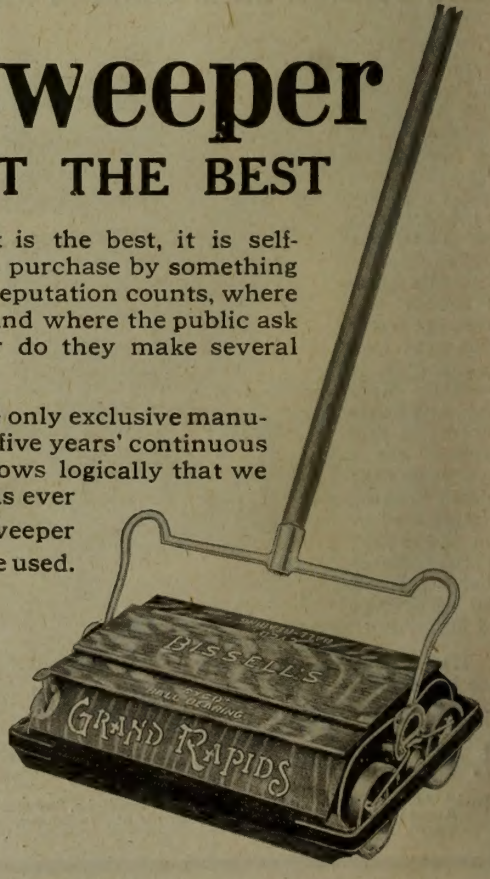
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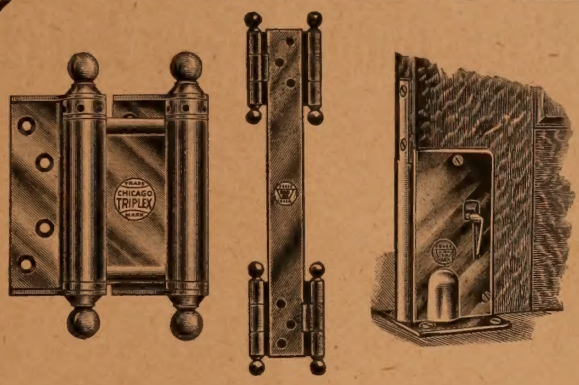
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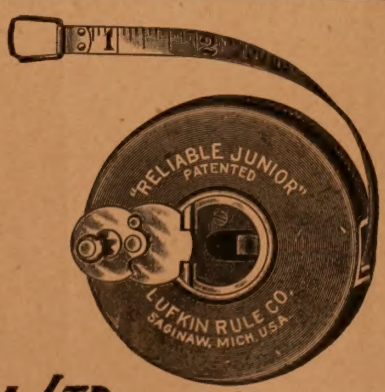
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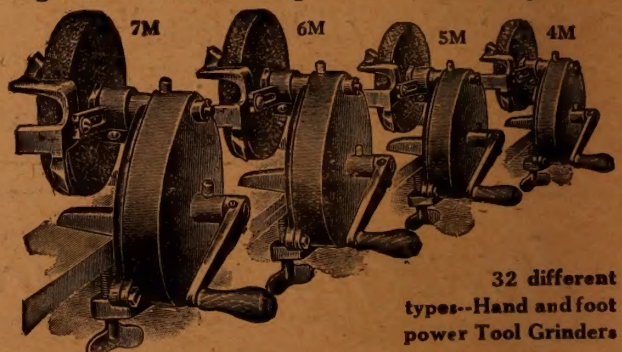
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